Board of Trade Journal

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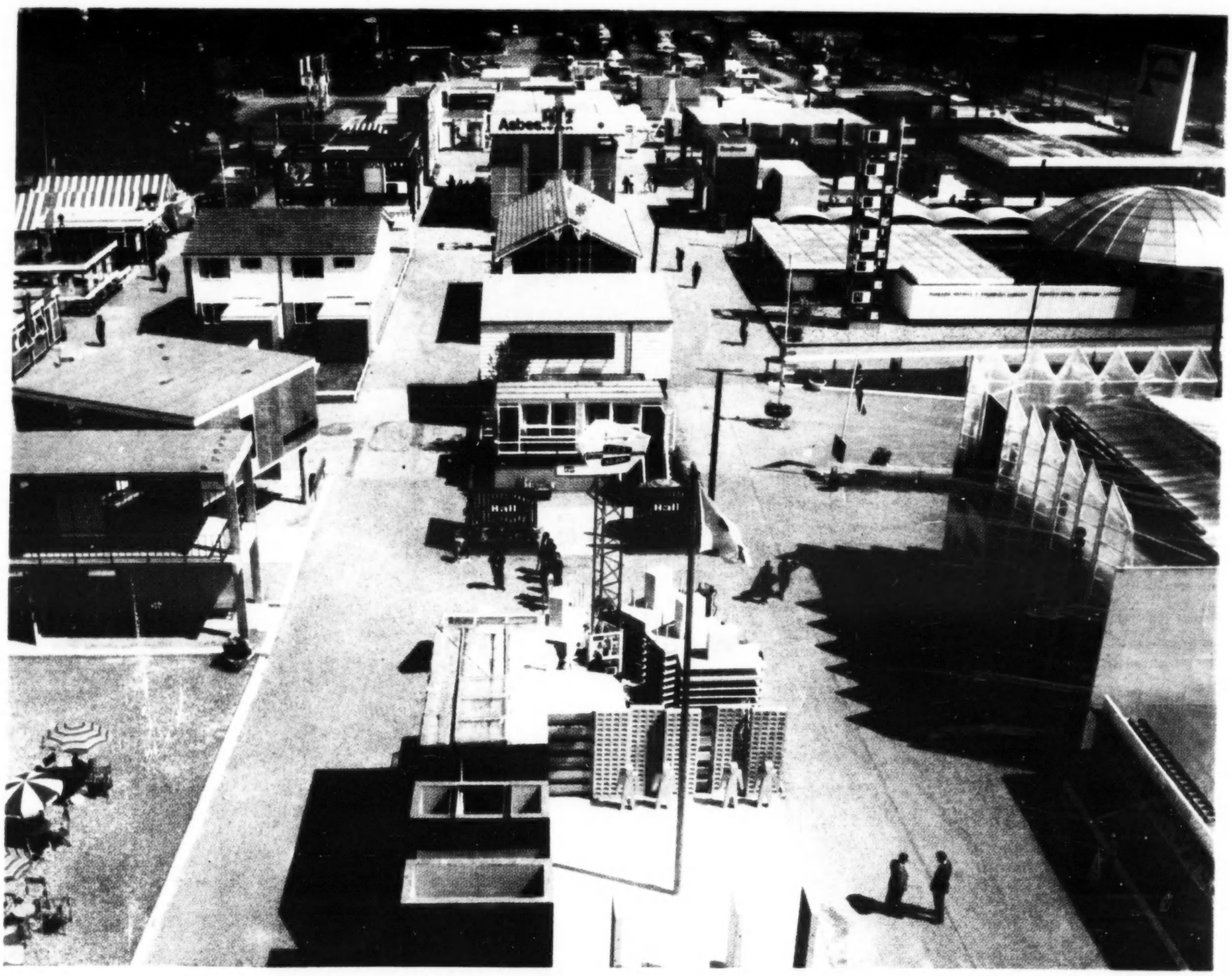

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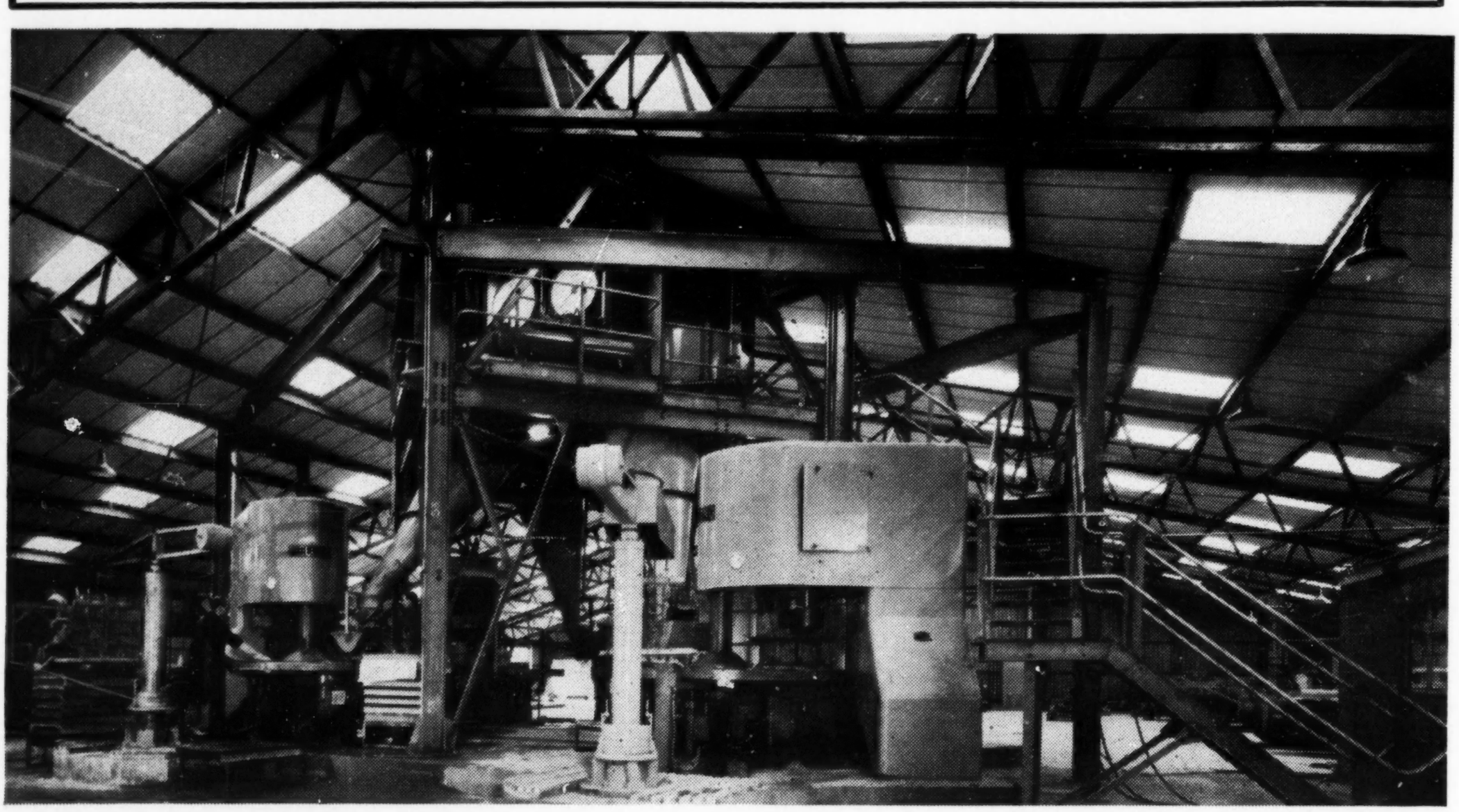

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Front cover photograph

Stands at IBSAC 64, the first Industrialised Building Systems and Components Exhibition, which was held in Crystal Palace, London, in 1964. IBSAC '66 – this year's exhibition will be held, also at Crystal Palace, from May 10 to 21. An illustrated feature appears between pages 1008 and 1009 of this issue.

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Opportunities in EFTA; British exports in the first six years

An EFTA Ministerial meeting is to be held in Bergen next week (on May 12 and 13). The following article reviews the course of British exports to EFTA during the first six years of its existence.

This Spey turbofan, seen here in the Rolls-Royce aero engine 'build' shop at Derby, is being currently displayed at the British Trade Fair and Fortnight in Oslo, Norway (*see also page* 1016).

EFTA TARIFF REDUCTIONS have now been in effect for nearly six years. The first cut (of 20 per cent) was made on July 1, 1960. By the beginning of 1965 tariffs had been brought down to 30 per cent, and with the most recent reduction, on December 31, 1965, they were reduced to 20 per cent of the base level. At the end of 1966 the final 20 per cent will itself be eliminated and most industrial goods traded between EFTA countries will be tariff-free.

British exporters of industrial goods to EFTA have, therefore, been enjoying an increasing preference over non-EFTA suppliers. At the end of six years' experience it is useful to stand back and see what progress our exports to EFTA have made in these circumstances.

Table 1 shows the course of our exports in this period to EFTA compared with our exports to the EEC and the rest of the world.

Clearly there has been a more rapid growth in exports to EFTA and the EEC than to the rest of the world; and as table 2 shows the proportion of our total exports sent to these two markets has grown:

Table 2: Percentage of United Kingdom exports to all markets

	1959	1960	1961	1962	1963	1964	1965
EFTA	11·3	11·9	12·7	13·3	13·3	14·1	14·1
EEC	14·9	15·4	17·4	19·6	20·8	20·4	19·2
Overseas Sterling Area	39·5	39·5	37·2	34·7	34·9	34·9	34·8
North America	17·6	15·7	14·4	14·2	13·2	13·5	14·8
Rest of the World	16·7	17·5	18·2	18·2	17·9	17·2	17·1
Total	100·0	100·0	100·0	100·0	100·0	100·0	100·0

The expansion of our exports to the EEC was more rapid in the early sixties than later. An expectation in the early 1960s of entry into the Common Market, and the growing preference obtained by EEC suppliers as tariffs between EEC countries were reduced, are among possible factors behind this pattern. The weakness of the important French and Italian markets in 1964 and 1965 were also important causes of the slower growth in our exports to the EEC market as a whole during the later years. The growth in our exports to EFTA has been maintained at a steady pace which figures for the first quarter of 1966 indicate is continuing.

Table 1: United Kingdom exports

(percentage change on previous year in brackets)

£ million

	1959	1960	1961	1962	1963	1964	1965	% growth rate p.a. 1959-65
EFTA	387	433 (+12·0)	483 (+11·7)	519 (+ 7·4)	558 (+ 7·5)	622 (+11·6)	667 (+ 7·1)	+ 9·5
EEC	509	563 (+10·7)	662 (+17·5)	767 (+15·9)	874 (+14·0)	898 (+ 2·8)	905 (+ 0·7)	+10·1
Overseas Sterling Area	1,352	1,440 (+ 6·5)	1,414 (— 1·8)	1,355 (— 4·2)	1,468 (+ 8·3)	1,538 (+ 4·8)	1,645 (+ 7·0)	+ 3·3
North America	603	572 (— 5·1)	546 (— 4·7)	553 (+ 1·4)	557 (+ 0·6)	594 (+ 6·8)	700 (+17·8)	+ 2·5
Rest of the World	572	640 (+11·9)	692 (+ 8·1)	710 (+ 2·5)	755 (+ 6·4)	759 (+ 0·5)	808 (+ 6·6)	+ 5·9
Total	3,423	3,648 (+ 6·6)	3,796 (+ 4·1)	3,905 (+ 2·9)	4,211 (+ 7·8)	4,412 (+ 4·8)	4,724 (+ 7·1)	+ 5·5

Table 3 shows the commodity breakdown of United Kingdom exports to EFTA over this period. Exports of manufactures, with an average annual growth rate between 1959 and 1965 of 10.4 per cent, made a far greater contribution to total growth than did non-manufactures which had an average annual growth rate of 6.1 per cent. Manufactures now represent 80½ per cent of our exports to EFTA compared with 76½ per cent in 1959.

Most commodities within the manufactures group grew at a rate not greatly different from that of the group as a whole, although exports of consumer goods and transport equipment were rather more buoyant than the rest. Since the ending of aircraft deliveries to Switzerland in 1960 there have been no further major deliveries to EFTA. Deliveries of ships have also been erratic: they were very high in the period 1960-62, and fell in 1964 and 1965, (but are likely to rise again as a result of substantial new orders which have been placed). Exports of the rest of transport equipment have grown on average at about 15 per cent per annum over this period, and their proportion of United Kingdom exports to EFTA increased from 11½ per cent in 1959 to 15½ per cent in 1965. This was mainly due to the increase in exports of cars from £17 million in 1959 to over £50 million in 1965.

The sharp increase in exports of food, drink and tobacco in 1963 was due to an increase in the value of sugar exports. Although these have since fallen back, a general increase in other sectors has kept the value of exports of this category at the 1963 level.

Table 4 shows the development of United Kingdom exports to EFTA countries since 1959. The biggest increases were to Austria, Sweden, Finland and Portugal. But since demand in the various markets has not expanded at a uniform rate, it is also instructive to look at the way our share of each market has developed. Table 5 shows the United Kingdom's share of imports of manufactured goods into the EFTA countries, both individually and in total. (This comparison has been limited to goods classified statistically as 'manufactures' because most other goods do not benefit from the EFTA tariff reductions and are of kinds (e.g. many foodstuffs and raw materials) not exported from the United Kingdom). Comments follow on the individual markets.

The English Electric Company Ltd. has obtained against strong international competition a £3.5 million order for diesel-electric locomotives for Portuguese Railways. Lord Nelson of Stafford, chairman and chief executive, visited Lisbon to sign the contract recently. This picture shows, during the signing (seated, left to right): Senor Eng. F. Malheiro, chairman of the collaborating Portuguese manufacturer SOREFAME; Senor Eng. J. O. Martins, financial director, Portuguese Railways; Lord Nelson.

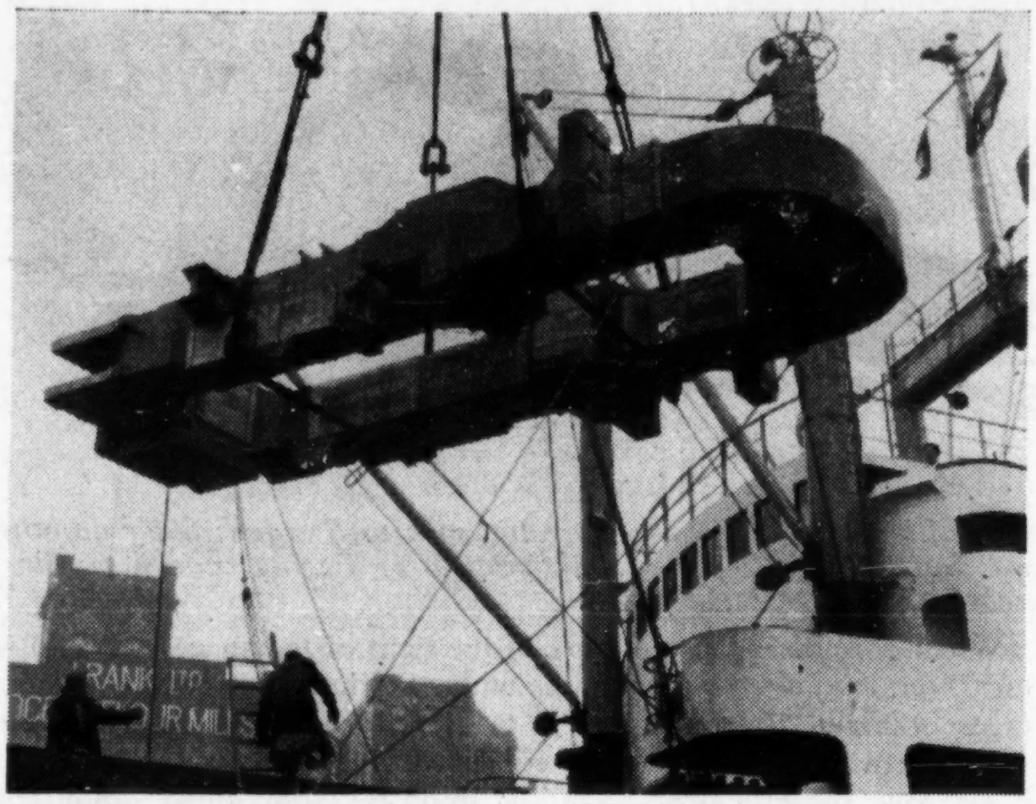
Denmark. Denmark's main trading partners are ourselves, West Germany and Sweden. Total United Kingdom exports to Denmark have increased by 6 per cent per annum in the period 1959/65, more slowly than to any other EFTA market. The stagnation in traditional exports, such as coal and coke and in petroleum and its products partly account for this. However, our share of Danish imports of manufactures has remained fairly stable; although there

Table 3: Commodity composition of United Kingdom exports to EFTA

(percentage of total exports in brackets)

£ million

	1959	1960	1961	1962	1963	1964	1965	Average growth rates p.a. 1959-65
CHEMICALS	31·8 (8·2)	35·7 (8·2)	39·1 (8·1)	42·3 (8·1)	46·3 (8·3)	57·1 (9·2)	61·4 (9·2)	+11·6
SEMI-MANUFACTURES	96·3 (24·9)	107·8 (24·9)	121·8 (25·2)	131·1 (25·3)	133·1 (23·9)	160·6 (25·8)	173·4 (26·0)	+10·3
of which:								
Textiles	27·4 (7·1)	29·8 (6·9)	32·4 (6·7)	36·9 (7·1)	42·7 (7·7)	51·4 (8·3)	53·8 (8·1)	+11·9
Metals	44·7 (11·6)	55·4 (12·8)	64·1 (13·3)	67·0 (12·9)	60·2 (10·8)	72·4 (11·6)	79·8 (12·0)	+10·1
Other including precious stones	23·9 (6·2)	22·7 (5·2)	25·3 (5·2)	27·1 (5·2)	30·2 (5·4)	36·8 (5·9)	39·8 (6·0)	+ 8·9
CAPITAL GOODS	87·2 (22·6)	99·6 (23·0)	117·3 (24·3)	127·3 (24·5)	129·8 (23·3)	142·6 (22·9)	155·7 (23·4)	+10·1
TRANSPORT EQUIPMENT	63·3 (16·4)	60·9 (14·1)	80·1 (16·6)	87·1 (16·8)	94·7 (17·0)	98·8 (15·9)	109·8 (16·5)	+ 9·6
of which:								
Aircraft	10·1 (2·6)	8·7 (2·0)	1·3 —	1·4 —	2·0 —	2·1 —	2·1 —	—
Ships	8·0 (2·1)	4·5 (1·0)	20·3 (4·2)	10·1 (1·9)	16·2 (2·9)	5·1 —	3·8 —	—
Other transport	45·2 (11·7)	47·7 (11·0)	58·5 (12·1)	75·6 (14·6)	76·5 (13·7)	91·6 (14·7)	103·9 (15·6)	+14·9
CONSUMER GOODS	16·7 (4·3)	18·2 (4·2)	21·4 (4·4)	24·3 (4·7)	27·5 (4·9)	32·4 (5·2)	36·4 (5·5)	+13·9
TOTAL MANUFACTURES	295·3 (76·4)	322·2 (74·4)	379·7 (78·5)	412·1 (79·4)	431·4 (77·3)	491·6 (80·0)	536·6 (80·5)	+10·4
NON-MANUFACTURES	91·2 (23·6)	110·6 (25·6)	103·8 (21·5)	106·9 (20·6)	126·5 (22·7)	130·9 (21·0)	129·9 (19·5)	+ 6·1
of which:								
Food, drink and tobacco	10·1 (2·6)	11·8 (2·7)	11·7 (2·4)	13·8 (2·7)	22·5 (4·0)	22·0 (3·5)	22·6 (3·4)	+14·4
Raw materials	19·5 (5·0)	20·4 (4·7)	21·9 (4·5)	23·1 (4·5)	24·1 (4·3)	27·3 (4·4)	25·4 (3·8)	+ 4·5
Other	61·6 (15·9)	78·4 (18·1)	70·2 (14·5)	70·1 (13·5)	80·0 (14·3)	81·5 (13·1)	82·0 (12·3)	+ 4·9
TOTAL EXPORTS	386·5 (100)	432·8 (100)	483·5 (100)	519·1 (100)	557·9 (100)	622·5 (100)	666·5 (100)	+ 9·5



This 176 ton rolling mill housing being loaded aboard ship at Birkenhead, forms part of a 142 in. wide heavy plate mill being supplied to Rautaruukki Oy of Finland by Davy and United Engineering Co. Ltd. under a £6 million contract for a plate mill now being established at the new steelworks at Raaho.

was a decline in 1965, the share is still slightly higher than in 1960 – the year in which the first EFTA tariff cut was made. In assessing this performance it should be remembered that Denmark is a low tariff country and consequently the EFTA arrangements have given us only limited tariff advantages over non-EFTA suppliers. A major 'British Week' was held in Denmark in the autumn of 1964, and it is evident that there are opportunities for expanding sales of a variety of British consumer goods to the Danish market.

Norway. Norway's main trading partners are Britain, West Germany and Sweden. Our chief exports are ships, machinery, petroleum and petroleum products. Exports of ships are very erratic from year to year, thus making difficult an evaluation of our past performance: they help to explain our high share of the Norwegian market in 1961-63. However, after eliminating ships our share of imports of manufactures has fallen from about 14 per cent to about 12 per cent since 1963.

Norway is a low tariff country, but the differential between the normal m.f.n. and the EFTA tariff is becoming more marked and with more attention to Norway's requirements there is scope for us to increase our share of the market. The British Trade Fair, 'Britain '66' now being staged in Oslo (from April 29 to May 14, 1966) is giving the Norwegians a good opportunity for seeing what Britain has to offer and should create valuable openings for exporters prepared to take advantage of them. (*See also page* 1016.)

Sweden. Sweden's main trading partners are ourselves, West Germany, Denmark and the United States. In 1964 Sweden was Britain's best market in EFTA, our second best in Europe (after West Germany) and our fifth best in the world. We are her second supplier after West Germany. Our main exports to Sweden are machinery, petroleum and petroleum products, chemicals, iron and steel, road vehicles, textiles and miscellaneous manufactured goods.

Sweden also is a low tariff country but the preferential EFTA rates nevertheless give us a significant advantage over non-EFTA suppliers. Our share of Swedish imports of manufactures has held up well around the 16-17 per cent mark since 1959, though here again there was some flagging in 1965. In terms of the rate of growth of United Kingdom exports to EFTA, Sweden ranks second only to Austria, and in absolute terms it has contributed £107 million to the increase of £280 million in United Kingdom exports to EFTA during the period 1959 to 1965.

Finland. Finland's main trading partners are Britain, West Germany, the Soviet Union and Sweden. As an Associate Member of EFTA, Finland has the same rights and obligations as other EFTA members, except that she has been permitted to follow a rather slower programme of tariff reduction. (For most goods a reduction of 20 per cent of the base date tariff was made on December 31, 1965 and the next reduction of 10 per cent will be

Table 4: Total United Kingdom exports to EFTA countries

(per cent change on year earlier in brackets)

£ million

	1959	1960	1961	1962	1963	1964	1965	Average growth rate p.a. 1959-65
Austria	16·2	21·1 (+30·2)	21·9 (+ 3·8)	24·5 (+11·9)	28·2 (+15·1)	31·0 (+ 9·9)	34·6 (+11·6)	+13·5
Portugal	21·7	24·1 (+11·1)	37·0 (+53·5)	31·5 (—14·9)	31·8 (+ 1·0)	36·1 (+13·5)	40·5 (+12·2)	+11·0
Switzerland	52·1	47·6 (— 8·6)	55·5 (+16·6)	65·8 (+18·6)	74·7 (+13·5)	87·1 (+16·6)	89·4 (+ 2·6)	+ 9·4
Denmark	87·8	89·7 (+ 2·2)	92·1 (+ 2·7)	103·6 (+12·5)	105·3 (+ 1·6)	118·9 (+12·9)	124·6 (+ 4·8)	+ 6·0
Norway	58·7	71·2 (+21·3)	85·2 (+19·7)	84·5 (— 0·8)	94·8 (+12·2)	86·4 (— 8·9)	86·1 (— 0·3)	+ 6·6
Sweden	112·1	130·9 (+16·8)	141·2 (+ 7·9)	154·4 (+ 9·3)	169·2 (+ 9·6)	198·2 (+17·1)	219·4 (+10·7)	+11·9
Finland	37·7	47·8 (+26·8)	51·1 (+ 6·9)	54·7 (+ 7·0)	53·9 (— 1·8)	64·7 (+20·0)	71·9 (+11·1)	+11·4
Total	386·5	432·7 (+12·0)	483·5 (+11·7)	519·1 (+ 7·4)	557·9 (+ 7·5)	622·5 (+11·6)	666·5 (+ 7·1)	+ 9·5

Table 5: Percentage of imports of manufactures supplied by the United Kingdom

	Denmark	Norway	Sweden	Finland	Austria	Portugal	Switzerland	Total EFTA (including Finland)
1959	18·1	12·9	16·0	17·4	5·8	19·5	10·5	13·9
1960	15·2	15·0	14·5	16·3	6·6	17·2	7·5	12·7
1961	15·2	16·8	16·3	16·3	6·4	22·4	7·5	13·4
1962	16·1	16·3	16·6	16·6	6·6	21·9	7·8	13·5
1963	16·2	16·5	17·3	17·6	7·2	20·0	8·2	13·9
1964	16·3	13·7	17·1	16·7	6·8	19·3	8·9	13·5
1965	15·9	12·1	16·5	17·2	7·0	19·4*	9·2*	[13·4]†

* Annual rate based on January-June.
† Estimate.

made on December 31, 1966). United Kingdom exports to Finland have grown faster that to EFTA as a whole and the United Kingdom share of Finnish imports of manufactures has been well maintained.

Austria. Much the greater part of Austria's foreign trade is with the EEC, which supplies almost three-fifths of her imports and takes about half of her exports. By reason of her geographical, historical and linguistic connections, West Germany is Austria's principal import and export market. The EFTA countries as a whole form the next biggest market and group of suppliers.

United Kingdom exporters have managed to expand their relatively small share of the Austrian market for imported manufactures. Although small in value (5 per cent of our exports to EFTA) the market shows the fastest rate of growth for our exports to EFTA.

Portugal. The EFTA Convention provides that for many goods Portugal may extend the timetable of tariff reductions. None the less, EFTA suppliers now enjoy a 30 per cent reduction in the protective duty on these goods (to be 40 per cent on January 1, 1967), whilst other EFTA goods attract the fully reduced EFTA rates.

Our exports to Portugal have been expanding fast, and we have a bigger share of the market for imported manufactures (nearly one-fifth) than in any other EFTA market. Approximately one-sixth of the peak market share in 1961 was contributed by the delivery of a passenger liner. After eliminating this, our market share appears to have been maintained more or less at the 1959 level.

Switzerland. Switzerland's main trading partners are West Germany, France, Italy, United States and Great Britain.

The 1959 United Kingdom figures were influenced by large deliveries of aircraft. Excluding aircraft, the average annual growth rate of our exports to Switzerland has been just under 13 per cent. From 1962 onwards, we have consistently increased our share of Switzerland's imports of manufactures.

Summary

To summarize, since 1959 we have improved our share of the market for imported manufactures fairly steadily in Austria and (allowing for the special factor of aircraft) Switzerland; and approximately maintained our share in Finland, Portugal, Sweden and Denmark (though in the last three the 1965 figure was below that achieved in some preceding years). In Norway our share has probably declined, even after allowing for fluctuations in deliveries of ships. The broad EFTA picture is of the maintenance of our share of the market for imports of manufactured goods at around 13½ per cent since 1959. Some other EFTA countries have done better than we have; for example as shown, we have been a good deal less successful in increasing our exports to Scandinavia than the three Scandinavian countries have been in increasing their exports to each other.

Table 6: Average annual percentage increase in total exports to Scandinavian countries 1959/65

Norway to	Sweden and Denmark	+16.7
United Kingdom to	„	+ 9.5
Sweden to	Norway and Denmark	+14.7
United Kingdom to	„	+ 6.2
Denmark to	Sweden and Norway	+16.8
United Kingdom to	„	+10.2

The fiftieth JCB crawler excavator sold to Sweden in six months was bought by Bloms of Linkoping. It is digging a deep pipeline trench through a thick forest.

When considering this picture in the light of the successive EFTA tariff reductions it must be remembered that preferential advantages obtained from the EFTA tariff reductions are less in some markets than might be supposed because the countries concerned have low or nil tariffs against imports from third countries. Furthermore the EFTA Convention permits member states to declare as revenue duties, which are not subject to EFTA reductions, those duties which are levied on imports of goods not produced domestically. Certain EFTA countries have done this with respect to motor vehicles, a major United Kingdom export. And the maintenance of Britain's share of the EFTA market for manufactures contrasts favourably with the trend in our share of total world trade in manufactures, which has been falling during this period.

At the end of this year the preferential advantage which EFTA suppliers enjoy will become greater when the final 20 per cent of the base date tariff is eliminated. EFTA with a population of nearly 100 million people with a high standard of living, rapidly expanding economies, and a high rate of imports per head will then become a single tariff free market for most industrial goods. Some measure of the market's importance to the United Kingdom is shown by our exports to it in 1965 of goods worth £667 million, of which £502 million was sent to Scandinavia alone. This compares with the £494 million exported to the United States with its far larger population. There are clearly excellent opportunities for further increases in earnings by British exporters to EFTA.

How to find out about export opportunities in EFTA

Details of export opportunities in EFTA are published in the 'Export Service Bulletin' (if you are not a subscriber send for a specimen copy to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4). If you need any further information or advice to help you to sell your goods in the EFTA countries, the point of contact is the Export Services Branch or the nearest Regional Office of the Board of Trade. Export Services Branch can provide answers from information which it has on record to most of the questions and problems which beset exporters in all industries. Nevertheless, if the information needed is not immediately available in London it can be obtained quickly from the Diplomatic Service Commercial Officer at our Embassies and Consulates in all EFTA countries. If as a result of examining this information you are convinced that there is an opportunity for selling your product in an EFTA market which you have not previously contemplated, the Export Services Branch will consult the Commercial Officer about finding you the right selling agent or representative. If you let Export Services Branch know in good time when you are travelling in your markets, they will send a brief to the Commercial Officers along your itinerary, and they will gladly pave the way for you in such matters as making arrangements for introductions where they are needed and collecting helpful information which will be waiting for you when you arrive.

The Board of Trade also maintains an EFTA Information Centre at 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2479/2480).

Need for control over location of industrial expansion

'NO ONE these days will dispute the need for some control over the location of industrial expansion – although many local authorities complain when some project or other is steered away from where they think expansion should be encouraged,' said Mr. George Darling, Minister of State, Board of Trade, at the Regional Economic Planning Council at Bristol, on April 26, 1966. 'And many industrial firms, of course, protest when the bureaucrats in Whitehall tell them that they can't build new factories where they would like to build them.

'No one disputes the fact that Britain cannot solve her basic economic problems until industrial production increases at a much bigger rate year by year. We cannot, as a nation, get out of debt, pay our way, improve our living standards, expand our social services and do all the things we want to do, until we produce more goods, sell more abroad and import less.

'And one important factor in our failure to expand production at a satisfactory rate has been our misuse of manpower. Much of this misuse arises from our unbalanced national economy – we have had too many idle workers in some parts of the country and too many unfilled jobs elsewhere.'

Mr. Darling went on to say that we all knew that the solution to this manpower problem was not to attract idle workers to the vacant jobs – we had tried that one and it had created terrible social problems – it had led to de-population in some areas and appalling congestion of housing, schools, transport and public services elsewhere.

From an economic point of view the consequences of this regional imbalance were far more serious than most people imagined. Everybody agreed that in our present circumstances unemployed workers were a drag on the economy. We lost the goods they should be making or the services they could provide.

But there was another aspect, equally serious which did not usually receive the same attention, the fact that industrial output in the overcrowded Midlands and the South-east was handicapped by a shortage of workers. There were many areas of the country where almost every firm had some idle machines. Costly investments failed to produce their full potential because the firms could not man all their expensive machinery.

'This is where the poaching of labour becomes a very serious problem with wages drift, rising costs and inflationary pressures as inevitable consequences. This then is the background to the distribution of industry policy. Its aim is to make full use of our resources, particularly our very scarce manpower, and to spread industrial development more efficiently and sensibly. We achieve our aim through the use of checks and inducements.

'We refuse industrial development certificates to firms in overcrowded areas whose projects can economically go elsewhere, and we induce them with financial incentives to go to areas where development is needed. The policy works. Industrial expansion in the once distressed areas has recently been speeded up, and at such a rate as to give us confidence that we can find satisfactory and productive jobs for the thousands of miners whose collieries are to be closed.

'The proposals, in the White Paper on Industrial Incentives, for an extension of development areas and for new forms of incentives, are designed to improve the scope of the distribution of industry policy and to meet the future needs of what we hope and expect will be a fairly rapidly expanding economy. But in widening the areas in which expansion will be especially encouraged we reinforce the need for regional planning.

'Up to now the criterion for designating development areas has been the level of unemployment, and until we have filled up the pockets of unemployment with new factories and new jobs it must continue to be the main criterion. But clearly there are other factors to take into account. There are some areas – here in the South-west, in East Anglia and elsewhere – where a relatively low level of unemployment does not mean a high level of industrial activity. There may be in these areas few people officially out of work, but many unofficial, unregistered unemployed – housewives for instance, who would willingly take on factory jobs if they had the chance – and those in work may have fairly low earnings.

'This is one field in which regional surveys can be extremely helpful – to show where industrial expansion could well be encouraged and what form it should take.'

How to claim EFTA tariff treatment

The Board of Trade's 'EFTA Compendium for the Use of Exporters' explains in detail how goods can qualify as EFTA goods and so benefit from reduced EFTA rates of duty. It also gives specific guidance on the procedures for claiming these reduced rates, including which forms to use and how. The Compendium can be ordered from Her Majesty's Stationery Office or any bookseller, price 12s. 6d. net. If after reading this you need any further advice you should contact either the Board of Trade Export Services Branch or a Board of Trade Regional Office. All inquiries about *foreign tariffs* should, however, be addressed to the Export Services Branch. General inquiries on the subject of the Convention (including exporters' general inquiries about the origin rules) should be addressed to the Board of Trade, Commercial Relations and Exports Department (Division 3) at 1 Victoria Street, London, S.W.1.

Mr. Darling addresses ERA

MR. GEORGE DARLING, Minister of State, Board of Trade, was the principal guest at the fourth annual dinner of the Electronic Rentals Association held in London on April 28. Other guests included Sir Robert Fraser (Director General, ITA) and Mr. David Attenborough (BBC).

In his speech Mr. Darling said: 'The Government is faced with the tremendously difficult task of making our country solvent. We have got to lift Britain out of the red, settle our overseas debts, and make the nation prosperous enough to afford the better living standards and all the social improvements that our people want and ought to have, including new television sets and other domestic necessities. But in our present circumstances we can't do other than curb the heavy spending that has been going on here at home.

'Your industry faces a new challenge; the advent of colour television. I think the demand will be fairly big if sets can be hired on reasonable terms. This means your association faces a very difficult task of seeing that employees of the hiring companies are properly trained to install and maintain these new and complicated pieces of equipment.'

Government encouragement for advanced machine tools

SPEAKING AT THE opening of the Numerically Controlled Machine Tool Exhibition, Olympia, London, on May 2, Mr. Frank Cousins, the Minister of Technology, made two major announcements of far-reaching importance to the production and use of advanced types of machine tool in this country.

The first was of a new scheme, to be operated on behalf of the Ministry of Technology by the National Research Development Corporation, designed to encourage the wider use of numerically controlled machine tools in British industry. The second announcement was of the first batch of pre-production orders for advanced machine tools to be purchased by the Ministry.

Describing the first scheme, the Minister explained: 'Manufacturers of numerically controlled machine tools will be able to enter into agreements with the National Research Development Corporation under which they can offer to suitable users "trial period terms". Under these the user will buy the machine or machines, but at any time between six and 24 months after installation he will have the right, if he is not satisfied, to return it. The maker in that event will pay him a guaranteed repurchase price representing the original price of the machine less a small fixed charge for each month for which the machine has been used. The user will also pay a small premium for the right to return the machine after trial.

'In respect of any machine which is returned NRDC, on behalf of the Ministry, will make a payment to the manufacturer to offset the cost to him of reconditioning and reselling the machine.'

The European Free Trade Association has 7 full members: Austria, Denmark, Norway, Portugal, Sweden, Switzerland and UK. Finland is a close associate.

UK industrial goods now have an 80% tariff advantage in EFTA countries. First step into this rich market:

Call EXPORT INTELLIGENCE

at the Board of Trade

SINCE 1960, THE EFTA countries have reduced import duties on most UK manufactured goods by 80%. At the end of this year they will go completely. Then, throughout this free trade area, the 'home market' for British industry will in effect be doubled. The time to establish yourself is now. For help in finding contacts, and getting a profitable sales programme under way, call Export Intelligence.

All about EFTA

Telephone any of the numbers listed on the left and you'll speak to a man who knows all about EFTA. He will explain how to claim reduced EFTA tariff rates. He can tell you where to find the most profitable markets, when to visit them, whom to contact. He'll give you information on market conditions, and help you find a good agent. He can tell you about competition and local trading methods. And explain how to deal with the documentation.

Export Intelligence covers the world

A call to Export Intelligence is the quickest way to deal with your export problems, whether your company is small, medium or large. You are given personal attention without wasted time. We have numerous sources to draw on, such as a network of over 200 commercial teams overseas: one in every British Embassy, and in Consulates and Trade Commissions. Our service is entirely free and confidential.

CALL US ALSO FOR:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

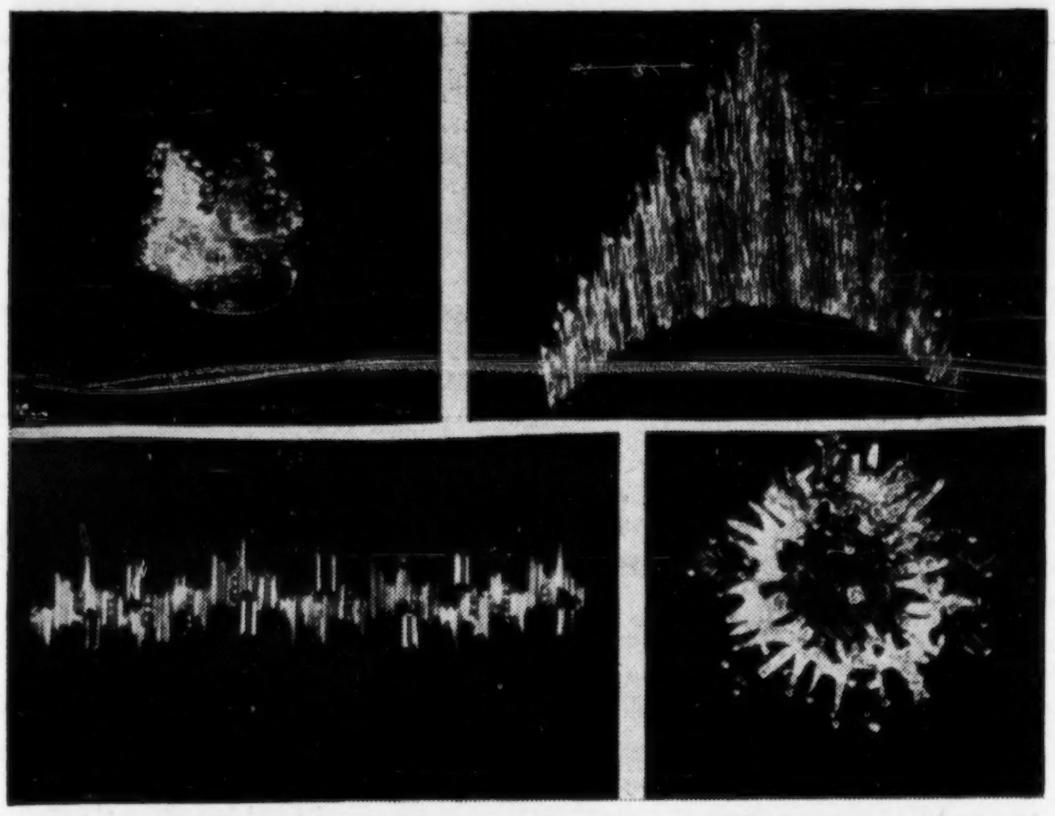
To sum up: if you are considering selling in EFTA countries, the best thing you can do for your company is to call Export Intelligence—now.

Call us at:

H.Q. London: CITy 9633

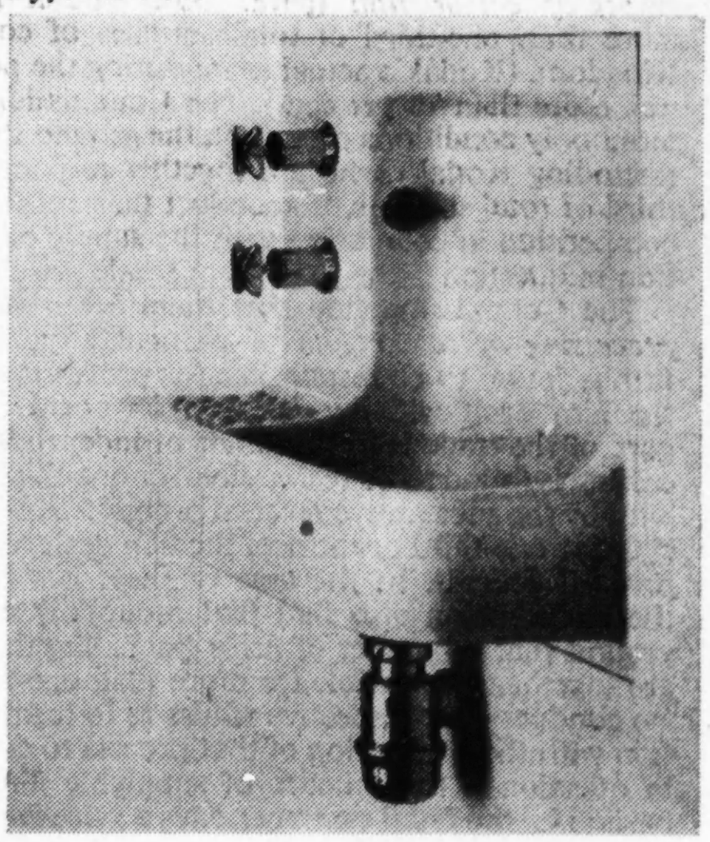
Telex 25977

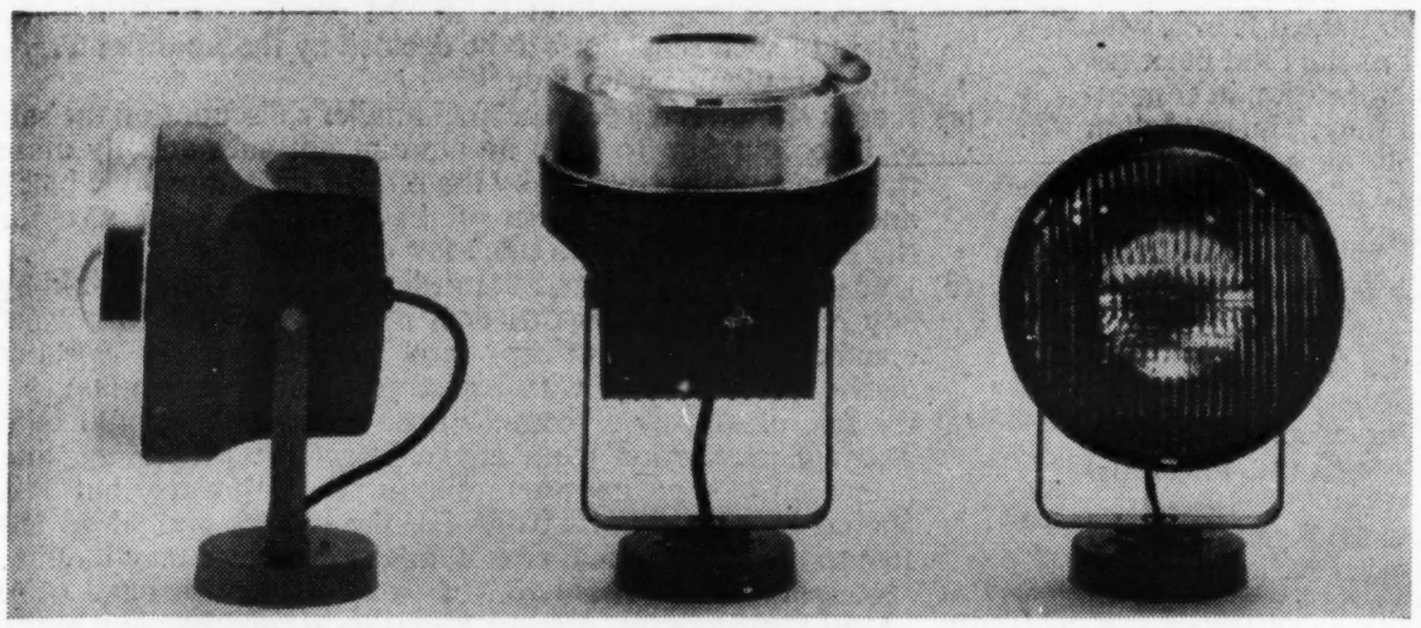
Belfast
(Ministry of Commerce)
Belfast 28271 · Telex 74578
Birmingham
MIDland 8221 · Telex 33702
Bristol 294821 · Telex 44214
Cardiff 65426 · Telex · 49267
Glasgow CITy 2855 · Telex 77583
Inverness 30867/8
Leeds 20485 · Telex 55472
London
(South Eastern Counties)
TATe Gallery 4355 · Telex 25991
(Eastern Counties)
TATe Gallery 6271 · Telex 25991
Manchester
DEAnsgate 9321 · Telex 66104
Newcastle 27575 · Telex 53178
Workington 3788

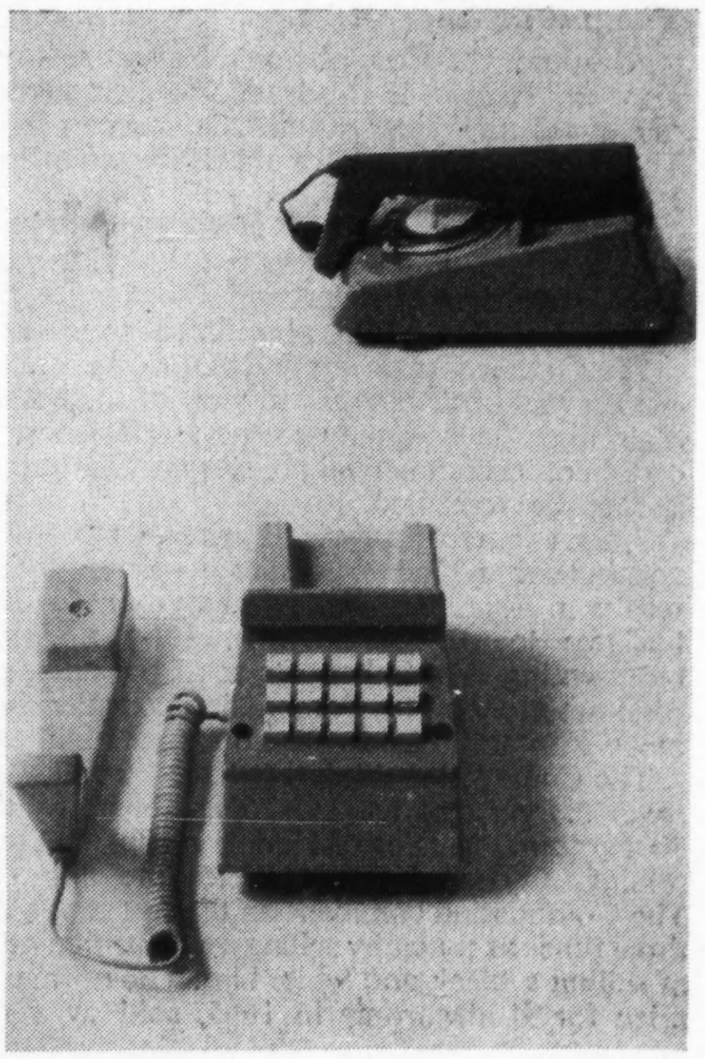


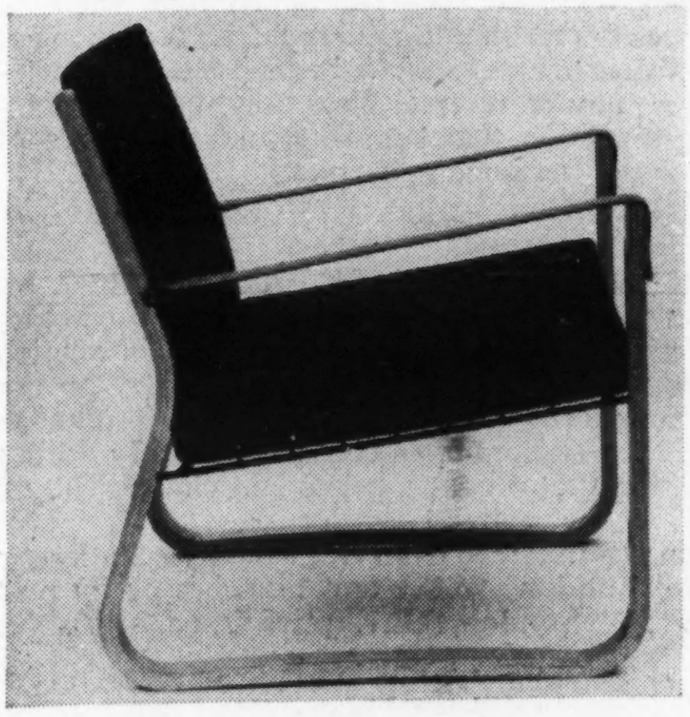
Design Centre Awards and the Duke of Edinburgh's Prize for Elegant Design

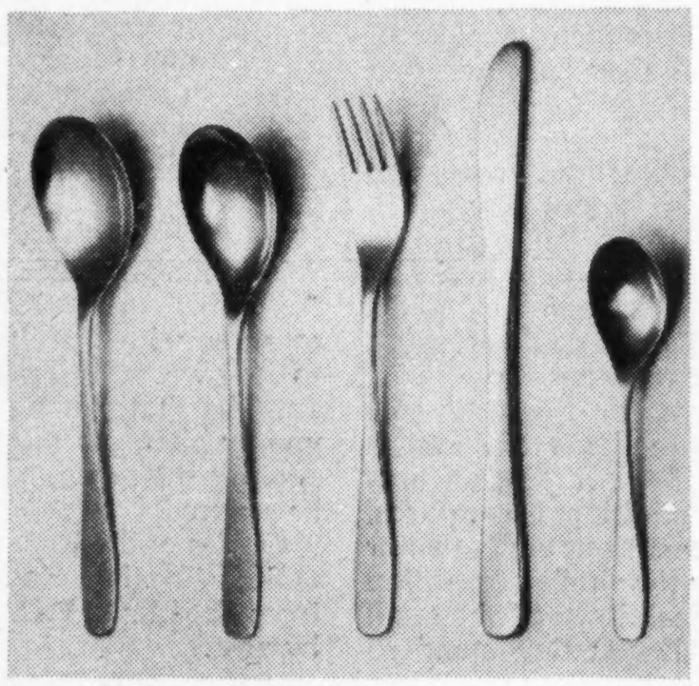
The 1966 Duke of Edinburgh's Prize for Elegant Design and 11 products which have won 1966 Design Centre Awards are being presented today at a ceremony in Edinburgh attended by HRH the Duke of Edinburgh. The Prize for Elegant Design has been awarded to Mr. Andrew Grima for his contribution towards winning a new international reputation for modern British jewellery, illustrated on the immediate left. Some of the products which have received Design Centre Awards are shown below. (Top left) is a table radio by Pye of Cambridge Ltd., designed by Robin Day and Pye staff engineers; (centre left): display lighting designed by Robert Heritage for Rotaflex Manufacturing Ltd.; Bottom row (left): easy chair designed by Nicholas Frewing for Race Furniture Ltd., (centre): stainless steel cutlery designed by David Mellor for Ministry of Public Building and Works; Bottom row (right): is a Deltaphone telephone for public networks and a pushbutton telephone for internal use designed by Martyn Rowlands with STC engineers for Standard Telephones and Cables Ltd. In the right-hand column below is a hand rinse basin designed by Chamberlin, Powell and Bon for Twyfords Ltd.











Monopolies Commission report on colour film — summary of findings

A REPORT of the Monopolies Commission on the supply and processing of colour film was published on April 28, following a reference made to the Commission three years ago.

The Monopolies Commission were asked to investigate the existence in this trade of monopoly 'conditions', as defined in the monopolies legislation, and to consider whether the monopoly, or any practices followed in connection with it, were against the public interest. Broadly, monopoly 'conditions' prevail where a trade is, to the extent of at least one-third, in the hands either of a single firm or of a number of firms which follow some restrictive practice.

The conditions defined in the Act

The Commission find that there are monopoly conditions in the *supply of colour film* (para. 235). Kodak Ltd., is responsible for more than one-third of total supplies of colour film in the United Kingdom. (Kodak's actual share during the period under investigation was more than 70 per cent). The Commission also find that technical monopoly conditions prevail on the ground that a number of suppliers (including Kodak) who are together responsible for more than one-third of total supplies, 'so conduct their respective affairs as to restrict competition in connection with the supply of colour film'. The restriction in question is the practice of resale price maintenance.

The Commission find that there are monopoly conditions in the *processing of colour film* of particular types (para. 240). No single firm is found to be responsible for processing as much as one-third of the film dealt with by the negative-positive process, where a large part of the trade is in the hands of independent processors. Agfa Processing is found to be responsible for one-third or more of the film dealt with by the substantive reversal process. Kodak is found to be responsible for one-third or more of the film dealt with by the non-substantive reversal process. In the case of these last two forms of processing, the Commission also find that monopoly conditions prevail on the ground that a number of firms (including the two named firms), who are together responsible for more than one-third of the total business 'so conduct their respective affairs as to restrict competition in connection with the application of that process to colour film'. The restriction in question is the practice of supplying film only on a process-paid basis; i.e., the retail customer pays a price inclusive of processing when he buys the film, and has no option of buying the film for developing by himself or by some competing processor.

The public interest

Although the Commission's Report sets out the facts about *resale price maintenance* in this trade, the Commission do not think it proper to express any views about the merits of this practice (para. 245). This will be a matter for the Restrictive Practices Court, under the Resale Prices Act, 1964.

The 'public interest' part of the Report (Chapter II) concentrates on Kodak's dominant position and its pricing and distribution policies. The Commission also deal with the practice, followed by practically all suppliers of colour film, of selling at process-paid prices.

The Commission do not find that Kodak's monopoly position in itself is against the public interest, in view of the possibilities for economies of scale and the company's general efficiency. But they conclude that certain of its commercial policies are contrary to the public interest and should be remedied.

After a careful analysis of prices, costs and profits, the Commission conclude that Kodak pursues a pricing policy on colour film which results in *disproportionately high profits* for itself from this part of its business (paras. 253-261). In 1964 Kodak's colour-film business, representing one-sixth of its total business, provided one-third of its total net profits. The Commission consider that Kodak could afford to make substantial price reductions, and still earn reasonable profits.

The Commission think that Kodak's policy allows for *excessively high retail margins* (paras. 263-269). Generally, the retailer's discount is 30 per cent on sales of Kodak colour film and 33⅓ per cent on processing. Certain large multiples are allowed additional discounts. The Commission comment on the fact that a retailer thus earns two or three times as much by selling a colour film as by the similar operation of selling a black and white film. The normal breakdown of the retail price for Kodachrome in 1965, sold by a retailer getting standard rates of discount, is set out by the Commission as follows (para. 176):

	Kodak's net selling price	Retailer's margin	Purchase tax	Total retail price
Kodachrome II 35 mm 36 ex. film and processing . .	23 9	10 2	2 10	36 9

The Commission consider that *Kodak's policy of limiting the retail distribution of its colour film to certain appointed outlets* is contrary to the public interest (paras. 270-274). The Commission think that Kodak's policy on this has been influenced by pressure from the Photographic Dealers' Association, and that one effect has been to keep the retailer's margin higher than it need be. They do not think the restriction necessary to safeguard service standards.

The Commission considered generally *the practice of selling certain colour films only at process-paid prices* (paras. 277-285). This gives the supplier a complete monopoly of the processing of the films in question, and thereby eliminates the possibility of competition in price, quality or service in that processing. The Commission accept that in present circumstances the suppliers might expect naturally to retain much of the processing in their own hands, but they think that they should not reserve this exclusively to themselves by their methods of sale.

Remedies

The Commission recommend the following remedies:

(a) the import duty on colour films should be abolished;
(b) significant reductions should be made in Kodak's own selling price for colour film and in its charges for processing, the extent of such reductions to be decided by the Board of Trade after consultation with Kodak;
(c) Kodak should reduce the normal retailer's discount on the sale of its colour film to yield an amount not substantially more than the amount received by the retailer on comparable black and white films, the extent of this reduction being also for the Board of Trade to decide after consultation;
(d) Kodak should permit its colour film to be stocked and sold by any retailer who wishes to deal in them (subject to normal commercial considerations) and should supply without discriminatton except with regard to quantity discounts;
(e) the sale of film by a manufacturer or importer should be a separate transaction from any contract for processing, and manufacturers or importers should not stipulate that film should be sold process-paid—i.e. the retailer should be left free to sell process-paid or not as the customer may require. Processors should not maintain or recommend a retail price to be charged for processing. Suppliers should be prepared to consider affording technical help in appropriate cases to independent processors seeking to undertake the processing of films hitherto sold on a process-paid basis. (This last recommendation relates formally to reversal films only, but the Commission express the hope that suppliers and processors of other films will apply the same principles.)

Note of Dissent

Two members of the Commission (Mr. A. H. Bruce and Mr. J. M. A. Smith) sign the Report subject to a Note of Dissent. They are unable to agree with the conclusion that Kodak's pricing policy, in relation to its own selling prices, is against the public interest. They do not consider that, having regard to the public interest, Kodak's profits are unduly high, for reasons they elaborate. In consequence, they do not endorse the recommendation that Kodak's prices and charges should be reduced.

Copies of the Report can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches or by post from H.M.S.O., P.O. Box 569, London, S.E.1. (price 9s. 6d. or 10s. 0d. by post.)

Import surcharge to end in November

THE CHANCELLOR'S BUDGET STATEMENT, was made in Parliament on May 3 as the *Board of Trade Journal* went to Press.

His statement included an announcement that the 10 per cent temporary import surcharge would end in November.

Mr. Douglas Jay, President of the Board of Trade, was expected to be one of the Ministers speaking in the Budget debate.

Colour film—import duty review

THE BOARD OF TRADE give notice that they are considering a proposal arising from the recommendations of the Monopolies Commission's Report on the Supply and Processing of Colour Film for the removal of the import duty on the following:

(i) 'film, colour, reversal, of a width of 16 millimetres or less, and of a length not greater than 116 ft.' ex tariff sub-heading 37.02(A), i.e. cinematograph film, and

(ii) 'colour film' ex tariff sub-heading 37.02(B), i.e. still film.

It will be noted that the colour film as defined is of a kind mainly used in amateur photography. A short statement of the case for the removal of the duties concerned will be made available to all firms and organizations with a *bona fide* interest in such film who wish to make representations in the matter. Requests for a copy of the statement should be addressed to the Tariff Division of the Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 16, 1966.

The Import Duty Drawbacks (No. 3) Order, 1966

THE TREASURY have made the Import Duty Drawbacks (No. 3) Order, 1966. This order:

(i) provides for the allowance of drawback of import duty on imported wooden veneer sheets and on specified imported timber logs used in the manufacture of certain veneer sheets for export;

(ii) varies certain of the rates of drawback of import duty on specified imported cellulose paper used in the manufacture of certain electro-sensitive recording paper for export: and

(iii) revokes the existing fixed rates of drawback of import duty on:

(a) certain imported dressed leather used in the manufacture of specified footwear for export;

(b) imported crushed and uncrushed bones used in the manufacture of glue, gelatine and other specified bone products for export, and

(c) specified imported goat and kid skins used in the manufacture of certain dressed leather for export.

and provides in place of those fixed rates for drawback related to the duty paid on the imported goods actually used in the manufacture of the exported goods.

The Order came into operation on May 5, 1966, and has been published as Statutory Instruments 1966, No. 482.

Copies are obtainable direct from Her Majesty's Stationery Office.

The Import Duties (Temporary Exemptions) (No. 3) Order 1966

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 3) Order 1966. This Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be temporarily exempt from import duty until December 31, 1966, or until such other earlier date as may be specified.

The Order came into operation on May 5, 1966, and has been published as Statutory Instrument 1966, No. 483.

Copies may be obtained from Her Majesty's Stationery Office.

Applications for temporary exemption from import duty

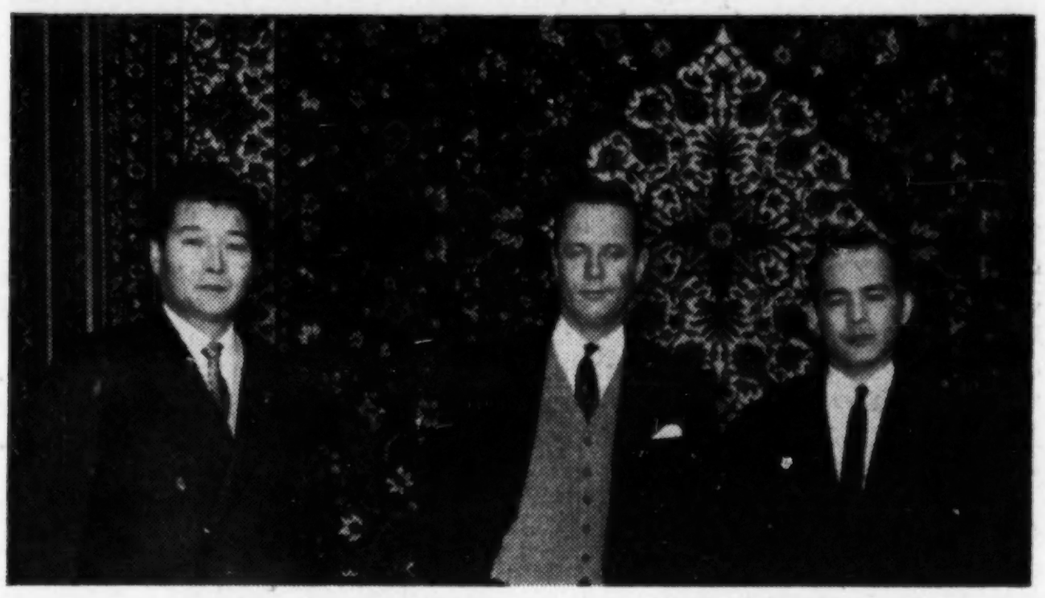
THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 20, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	Acetophenone	As in previous column	December 31, 1966	6853
29.14	Ethyl trichloroacetate	As in previous column	December 31, 1966	6855



Visiting the Carpet Trades Ltd. works at Kidderminster and John Crossley & Son's factory at Halifax recently were two Japanese agents and buyers from a leading wholesale organization in Japan. They are left, Mr. N. Tsujita and Mr. S. Hashiro seen here with Mr. E. Dawson, sales manager of Carpet Trades Ltd. The buyers were particularly interested in traditional and floral designs and placed the first Japanese order for Crossley's cord carpeting.

New Governor of Bank of England

THE EARL OF CROMER, Governor of the Bank of England, will retire at the expiry of his term of office on June 30, 1966. Her Majesty the Queen has been pleased to approve the appointment, under the Bank of England Act, 1946, of Mr. L. K. O'Brien, Deputy Governor, as Governor of the Bank of England for a period of five years from July 1, 1966.

Her Majesty the Queen has been pleased to approve that Sir Maurice Parsons, a member of the Court of Directors of the Bank, should be appointed Deputy Governor for a period of five years, also from July 1, 1966.

Advertising Standards Authority

THE THIRD REPORT of the Advertising Standards Authority, under the chairmanship of Lord Drumalbyn, was published on May 2. The Report is published in two parts: the first, the chairman's report, deals with the working of the authority in relation to the control system; the second deals with the activities of the Authority. There are a number of appendices.

Copies of the Report are being widely circulated. Additional copies, at 3s. each, may be obtained from the Advertising Standards Association, 5 Clements Inn, London, W.C.2.

Trade mission from Arkansas

A SEVEN-MAN TRADE MISSION from the State of Arkansas, United States, visited London last week as part of a tour of Western European countries. During their visit they discussed with British businessmen import-export trade, joint ventures, licensing agreements and the opportunities for business investment in the State.

Advance factories in Scotland

ONE OF THE WIDE VARIETY of industrial locations on which the Industrial Estates Management Corporation for Scotland is currently building will almost certainly provide the ideal site for even the most discriminating company. Whether an industrialist prefers to expand alongside other companies in an established manufacturing area, or to be a focal point of development in a small town, IEMCS can offer a choice. Factories are already going up in Fife, Glasgow, Inverness, Lanarkshire and Renfrewshire and other new units are planned for Aberdeen, Ayrshire, Argyllshire, Dumfriesshire, Stirlingshire and Wigtownshire. There are also a few existing factories which are now, or will soon be, available for occupation.

There is little need to detail the advantages of sites stretching through the central industrial belt, north of Fife and Dundee and south to Ayrshire. These are manufacturing counties of long-standing, with all the obvious attendant advantages of highly organized and efficient services. Transporting goods for internal markets or for export is comparatively simple. There are good road and rail systems and international ports such as the Clyde, Leith, Grangemouth and Dundee, are within easy reach. There are ample power supplies, and Government training centres are turning the inherent skills of centuries of craftsmanship to good account by retraining increasing numbers of men in modern production techniques.

Attractive as these areas are, however, there is much to be said for locations in the north and south-west. Occasionally there is some initial resistance from an industrialist who anticipates difficulty in developing outwith the established industrial belt. Nevertheless, IEMCS have found that tenants have been remarkably successful in these locations. Many of these companies are well known – like Associated Electrical Industries, who have steadily expanded at Buckies in Banffshire or Euclid (GB) Ltd., who have also grown in Peterhead, Aberdeenshire. In the south, British Bata Shoe Co. are progressing in their advance factory at Cumnock in Ayrshire, and Chemstrand are taking over another advance factory there.

All the advance factory sites are, of course, chosen with careful regard to the suitability of transport facilities, housing and other amenities and labour supplies. The factories are modern, steel-framed, single-storey units, each with offices, central heating and essential services. Nearly all can be extended by at least 100 per cent. Factories will be leased and rentals will be assessed by the district valuers of the Inland Revenue at current market value. As a guide, a standard factory with 12 ft. to the truss, leased on a landlord repairing basis, is presently assessed at about 5s. ($0.70) in Glasgow and 3s. 9d. ($0.52) per sq. ft. per annum elsewhere. A complete list of these is below. Inquiries from interested industrialists are always welcomed by the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3, and the Principal Controller, The Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3.

City or County	Location		Area Sq. ft.	Height to Underside of Truss ft.	Remarks
Aberdeen	Aberdeen*		12,500	12	To be built
Argyllshire	Campbeltown*		6,250	12	To be built
Ayrshire	Girvan*		12,500	12	To be built
Dumfriesshire	Sanquhar*		12,500	12	To be built
Fife	Cowdenbeath*		18,750	14	To be built
	Donibristle Estate	(1)*	27,353	12	Available now
		(2)*	9,412	18	Plating shop
		(3)*	3,420	9½	Available shortly
	Kirkcaldy*		27,814	14	Under construction
	Leven*		12,500	12	To be built
Glasgow	Carntyne	(1)	10,376	12	
		(2)	22,102	12	
	Hillington Estate	(1)*	12,677	12	Under construction
		(2)	28,633	12	Available shortly
		(3)	46,483	12	Available shortly
		(4)	24,480	12	
		(5)	2,995	12	Available now
	Queenslie Estate	(1)*	26,680	14	Available now
		(2)*	12,563	12	Under construction
		(3)	2,600	12	Under construction
Inverness-shire	Inverness Estate*		6,823	12	Under construction
Lanarkshire	Bellshill Estate	(1)*	41,826	14	Under construction
		(2)*	12,677	12	Under construction
	Blantyre Estate*		12,400	12	Under construction
	Carfin Estate*		2,500	12	
	Carluke*		12,340	12	Under construction
	Coatbridge Estate*		82,354	18 and 25	Vacant
	Douglas*		18,750	14	To be built
	Larkhall Estate		1,527	12	Available now
	Newmains*		12,500	12	To be built
Renfrewshire	Port Glasgow Estate*		17,391	12	Under construction
Stirlingshire	Kilsyth*		12,000	12	To be built
Wigtownshire	Stranraer*		12,500	12	To be built

Factories marked * can be expanded by at least 100%.

Newhouse Industrial Estate in Lanarkshire.

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Small exporters and the National Plan

THE ASSOCIATION OF British Chambers of Commerce has carried out a survey amongst small and medium-sized manufacturers to find out whether these firms believe they can achieve the export targets set for their industries in the National Plan and/or to identify the conditions necessary for them to do so.

Questionnaires were completed earlier this year by 1,721 companies, 1,649 of which employ less than 1,000 people. Their replies indicate that exporting is not the prerogative of giant enterprises and that, contrary to widely held belief, a considerable number of small firms have a bigger stake in the export market than in selling to customers at home. Well over half the respondents think that they will be able to increase their export sales at the required rate between now and 1970.

The survey also sets out the respondents' views on the factors hindering or preventing the growth of exports, on the adequacy of export services, and on the efficacy of export rebates.

On the adequacy of export services, the ABCC state: 'There is little evidence of any substantial dissatisfaction with the services provided. Many respondents in fact indicated their appreciation of Government services at home and abroad.'

Clothing mission to Africa

THE BRITISH NATIONAL EXPORT COUNCIL has organized a clothing Trade Mission to tour Kenya, Zambia, Uganda and Malawi. The delegation, which comprises representatives of 11 different firms, leaves London on May 26 and returns June 17.

Total annual imports of clothing into these territories run at around £16 million sterling, but Britain's share of the market is only around £2 million. The increased industrialization of many African states creates an increased demand for this kind of merchandise; in addition some territories are turning away from their traditional suppliers. This means that new export opportunities can be expected, which was why BNEC's Africa Committee initiated the Mission.

Firms represented cover a wide range of merchandise – rainwear, men's suits, women's jersey suits in wool or synthetics, sportswear, men's and women's underwear, children's clothes, and shoes.

Bristol firm take another factory in Northern Ireland

G. B. BRITTON AND SONS LTD., the Bristol footwear company, have announced that they are to take a Northern Ireland Ministry of Commerce built factory of 18,000 sq. ft. at Coleraine, Co. Londonderry, as an addition to their existing 50,000 sq. ft. factory at Ballymena, Co. Antrim. The Coleraine factory is expected to open in September and to expand to 76,000 sq. ft.

Employment at Ballymena is now over 700, and employment at Coleraine is expected to be about 500, with male employment predominating at Coleraine and female employment at Ballymena.

BOT factory for new golf club firm

A NEW COMPANY, J. Letters (Craigton) Ltd., have been allocated a 13,000 square foot factory on the Craigton Industrial Estate in Scotland by the Board of Trade. The company ultimately will provide employment for 150 men manufacturing golf clubs. They propose to produce top quality clubs by combining traditional craftsmanship with modern engineering and processing techniques.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

ENGINEERS ON EXPORT MISSION

Leaving London Airport for North America last Sunday went this 26-strong export trade mission from the Engineering Industries Association. Led by Mr. J. Holleman, joint managing director, Screw Machine Products Ltd. (extreme left), the mission will be operating from Toronto and Chicago for 15 days.

Wool Training Board to include the jute, flax, hemp and cordage industries

AN ORDER* made by Mr. Ray Gunter, Minister of Labour, under the Industrial Training Act 1964 amending the scope of the Wool Industry Training Board was presented to Parliament on April 25.

This is the first Order to amend an Industrial Training Order; it brings within scope of the Wool Industry Training Board the jute, flax, hemp and cordage industries and came into operation on April 27, 1966. The Board is renamed the Wool, Jute and Flax Industry Training Board.

The Minister has appointed as an additional employer member of the Board, Mr. J. R. L. Halley, DL, chairman and joint managing director, William Halley and Sons Ltd., Dundee; and as an additional employee member the Minister has appointed Mrs. Margaret Fenwick, assistant general secretary of the Union of Jute, Flax and Kindred Textile Operatives, Dundee.

* The Industrial Training (Wool, Jute and Flax Board) Order SI 1966 No. 428, HM Stationery Office, or through any bookseller, price 9d. net (1s. including postage).

Management training in Ulster

MANAGEMENT Development Services (NI) Ltd., comes into operation in Ulster this month. It is a new non-profit-making management training company. A Scot, Mr. Malcolm S. Laing, has been appointed managing director. He has had wide practical experience in the field of management development and training.

The new company has the backing of the Ministry of Commerce, which has guaranteed substantial financial assistance during the first few years of its existence. Management Development Services will provide a service to industry throughout the province. One of its prime functions will be to provide management with assistance and advice in identifying management training needs. Mr. Laing will join the other directors of the company on the board when he takes up his appointment.

The other directors are: Mr. N. W. Bass, Gallahers Ltd.; Professor J. A. Bates, Queen's University; Commander J. W. Fraser, Fraser & Haughton Ltd.; Mr. K. A. F. Frost, Standard Telephones & Cables; Mr. M. F. Gordon, Lindustries Ltd.; Mr. Savell Hicks, Sirocco Engineering Works; Mr. J. Morrow, Amalgamated Engineering Union; and Mr. K. R. Shimeld, Ministry of Commerce.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

THURSDAY, APRIL 28

Price of Zambian copper

Asked what estimate had been made of the additional cost to Britain of the rise in the price of Zambian copper, Mr. Roy Mason, Minister of State, Board of Trade, replied that the Zambian copper companies had announced that they would sell their copper at the London Metal Exchange prices for three months forward delivery. The cost of this change to our import bill therefore depended upon the Exchange prices. On the basis of current prices the additional cost of imports of copper from Zambia in 1966 would be about £17 million. Our total import bill for copper would depend also upon action which might be taken by other producers. But the increase in the cost of copper previously bought at lower producer prices would be partially offset by savings in the cost of copper normally imported at Exchange prices because these prices had fallen as a result of the change in the policy of the Zambian companies.

North-East development districts

Asked whether he would state in respect of total financial assistance to firms in the North-East development districts for the year ending March 31, 1966, the average capital commitment for each job expected to be created, Mr. George Darling, Minister of State, Board of Trade, said: 'The average amount of assistance for each job was £484. This is based on the total assistance of all forms offered by the Board of Trade under the Local Employment Acts for the period and area in question.'

The answers to further questions on the North-East development districts will be found in *Hansard*.

Monopolies Commission report on colour films

Asked whether he would make a statement on the report of the Monopolies Commission on the supply and processing of colour films, Mr. Douglas Jay, President of the Board of Trade summarized the findings of the Commission (see page 986).

The President continued: 'The Commission have conducted a thorough and useful investigation. I accept their general conclusions, and the principle of their recommendations on Kodak's prices and distribution policies, and on the process-paid system.

'The Commission's recommendation on the import duty carries great weight as an expression of the consumer interest, but does not in itself cover all the considerations to which the Board of Trade must, under the Import Duties Act 1958, have regard. Before coming to a final conclusion on this recommendation, therefore, I am putting in hand an immediate review of the duty on colour film, which will permit interested parties to make representations. I hope that this review will be completed within a period of three months.

'My Department will now discuss the implementation of the other recommendations with Kodak and the other parties concerned.'

Government policy regarding the Geddes Report

Asked whether he would make a statement on the policy of Her Majesty's Government regarding the Geddes Report on Shipbuilding, Mr. Roy Mason answered: 'The Government accept the recommendation in this Report that those concerned in the industry should be allowed until the end of June to consider the Report as a whole and to let us know their views before final decisions are taken about the form of any Government assistance. In the meantime I am closely in touch with both sides of the industry. When the Report was published, my Rt. Hon. Friend made it clear that the Government welcomed the Report as providing a constructive basis for studying the action required to secure the industry's future, and would be prepared to play their part, broadly along the lines indicated in the Report, in promoting the changes proposed, if the others were prepared to play theirs.'

Import of carbon black

Asked if he would undertake a review of the regulations governing the import of carbon-black, with a view to making compulsory the use of modern containers, Mr. Roy Mason said that he had no evidence that the recommendations on this subject in the International Code on the Carriage of Dangerous Goods were unsatisfactory or that the standards of packing were unsafe.

FRIDAY, APRIL 29

Cost of replacing Rhodesian tobacco

Asked what was the estimated dollar cost of replacing Rhodesian by United States tobacco. Mr. Roy Mason replied that any additional cost to our balance of payments would be small.

MONDAY, MAY 2

Consumer protection

The President was asked if it was proposed to introduce in this session legislation for consumer protection similar to the Protection of Consumers (Trade Descriptions) Bill introduced in the last Parliament.

The President answered: 'I intend to introduce this legislation as soon as Parliamentary time permits. I cannot at present say whether it will be possible this session.'

Summary of export and import figures

A Member asked for a summary of the export and import figures for each of the past 10 years in sterling of constant value.

Mr. Roy Mason give the following information:

Estimated values of imports and United Kingdom exports at 1961 prices

Year	Imports at 1961 import prices £ million	Exports at 1961 export prices £ million
1956	3,640	3,470
1957	3,800	3,520
1958	3,800	3,370
1959	4,080	3,520
1960	4,600	3,690
1961	4,550	3,800
1962	4,670	3,870
1963	4,880	4,100
1964	5,400	4,230
1965	5,450	4,440

This low-loader demonstration unit which is destined to visit every country in Europe, forms part of the latest demonstration unit for Whitlock Bros. of Great Yeldham.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
May 19 .	**Technical and miscellaneous stores** . .	**Central Ordnance Depot, Donnington, Nr. Wellington, Shropshire.**	**Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. Shrewsbury 53151).**

Technical stores: 70 theodolites and levels; clinometers; steroscopes; measuring tapes; aerial and wave guides; prismatic compasses; 3,500 microphone receiver headgear; hand microphones; Marconi direction finder; connectors; supply units; filters; wireless installation kits; frequency meters; various survey and drawing instruments; Smith's tachometers; 140 wireless reception sets; 75 power units; mine detectors and bomb locators; signalling equipment including potentiometers, control units, resistors, stay wire panels; mountings, etc.

Miscellaneous stores: 35 diesel and petrol engined industrial fork lift trucks; Lister auto trucks; 58 winch trolleys; Ruston & Hornsby and Dorman diesel engines; Lister pistons and radiators; Ruston & Hornsby cylinder liners; Petters crankshafts and flywheels; fuel pumps; Petbow, Holmes Reyrolle and Murex arc welding plants; Milne oxy-acetylene welding equipment; oil pressure gauges; petrol engined gasoline pumps; generator sets; lighting set kits; fuel injectors and nozzles; roller bearings; 1,200 sets of stocks and dies; lead acid batteries; wheels and tyres; Danarm portable chain saws; crane attachments; 200 charging sets; wrist and stop watches; tarpaulin sheets; 3,000 cable reels; canvas haversacks; wooden crates and maintenance boxes; adjustable chairs; folding wooden tables and a large quantity of miscellaneous equipment.

May 24 .	**Machine tools and miscellaneous stores including:**	**Ordnance Storage and Disposals Depot, Branston, Nr. Burton-on-Trent.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Centre, capstan and combination turret lathes by Herbert, Warner & Swasey, Denham, Keighley, Mitchell, Lang, Southbend, Le Blond, Smart & Brown and Challenger; horizontal, universal and thread milling machines by Pallas, Hero, Mann, Parkson, Ward, Haggis & Smith; drilling machines by Adcock & Shipley, Denbigh, Thrissell, Desouter and Grimston; Rapidor hacksaws; Wadkin saw sharpener; woodworking lathes; buffing and polishing machines; Delapena honing machines, etc.; vehicles spares; wooden pallets and packing cases; large quantities of steel wire; nylon ribbon and tape; rubber seal and moulding; paint; electric cable; jerrycans; 800 yards (approx.) of blue cloth; tables; chairs; benches, cupboards, etc.

June 2 .	**Quantity of underground electric cable as laid, for removal from RAF Station, North Pickenham, Norfolk.**	**North Pickenham is approximately 3 miles from Swaffham, Norfolk, on the Swaffham-Watton Road. Sale at "George" Hotel Swaffham.**	**Cruso & Wilkins, 27 Tuesday Market Place, Kings Lynn, Norfolk. Tel. 3111**
June 7 .	**Machine tools, plant and equipment, radio and electrical spares, clothing and footwear, miscellaneous stores.**	**Central Ordnance Depot, Bicester, Oxon.** .	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. Bicester 2073).**

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal and vertical borers; pillar and radial drills; plain, surface, tool and cutter grinders; capstan, turret and centre lathes; universal and vertical millers; presses; planers; shapers; slotters; cold saws; sheet metal and woodworking machines; welders; soldering machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 b ii), Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. May 26, 1966. Permission to view on presentation of Tender Form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

Sale by Tender

A large quantity of surplus textiles and tentage including towelling; cotton; flannelette; calico, unbleached; drill; organdie; apron cloth; cotton zephyr; tents, marquee, universal, extending; canvas, cotton copper naphth and duck, flax.

Applications for Tender documents should be made to: Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, and not later than May 31, 1966.

BTA will provide seven-days-a-week programmes on London Hotel TV network

A TELEVISION SERVICE designed specially for visitors to London will be launched in June following the granting of a GPO licence to the British Travel Association, Britain's official tourist organization. The service will operate seven days a week transmitting news, feature programmes and films of interest to tourists. It will also carry advertising for tourist goods and services.

Initially the new TV service will cover a network of five major hotels in Central London. It will later be extended to cover other leading London hotels. The British Travel Association will provide programme material for the service, including news and feature scripts, film, photographs and studio properties.

For several years the British Travel Association had been operating – in co-operation with the GPO and BBC – a daily telephone information service for visitors to London. In addition to publishing about 14 million pieces of tourist literature in different languages each year, the Association was also in process of establishing, with the co-operation of local authorities, a network of more than 250 official tourist information centres throughout the United Kingdom. Ninety per cent of all Britain's overseas visitors came to London. This means the city will attract this year nearly three million travellers from abroad, in addition to more than a million British people who annually spend their holidays in London. The potential audience for the new television service represents an important market for the suppliers of tourist goods and services, and the BTA is confident that programmes will be well supported by advertisers.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+117	+ 71	+21	+20
4th quarter	129	132	155	151	126	109	161	130	164	195	157	+ 38	— 4	+13	+18
1965															
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter			134·4	+4·3	113·6*	131·0*	165·9	279	260	+ 5	— 5	159	153	
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	165·0	285	245	— 1	— 1	158	146	..
February	165*	120*	134·4	+4·5	114·0*	131·1*	165·4	277	260	+15	+ 6	159	159	..
March			134·7	+4·3	113·9*	131·2*	167·2	274	274	+14	+10	158	153	
April								279*	289*	+15*	+14			

† Not seasonally adjusted. * Provisional.

United Kingdom trade in the first quarter

(Provisional figures for United Kingdom trade in March were issued on April 18, this quarterly article provides a more detailed analysis of trends).

United Kingdom trade

TABLE 1(A)

Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—39
3rd quarter	399	489	15	—25
4th quarter	410	490	16	—11
1966 1st quarter	414	507	16	—24*
1965 October	394	484	15	—21
November	413	498	14	—16
December	421	490	17	+ 4
1966 January	396	506	16	—45*
February	432	508	17	— 6*
March	415	507	15	—22*
1965 4th quarter	410	490	16	—11
1966 1st quarter	414	507	16	—24*

* Estimated.

TABLE 1(B)

Recorded values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 January	378·0	524·4	14·8
February	412·7	472·0	15·6
March *	476·4	549·1	20·3
1st quarter	422·2	514·9	16·9

* The high recorded figures for March reflect an above average number of working days as well as seasonal factors (both these aspects are allowed for in deriving the seasonally adjusted series).

SUMMARY

THE EXPANSION in exports which had been vigorously renewed in the autumn of last year continued into the first quarter though at a rather slower rate. Imports in the first quarter showed a rise, partly reflecting higher prices, following a period of little change during the second half of 1965. The trade deficit in the first quarter was close to the average for last year, but higher than the relatively low fourth quarter figure.

TRADE BALANCE

The trade deficit in the first quarter was £24 million a month, seasonally adjusted, compared with £11 million a month in the fourth quarter and an average of £22 million a month last year.

EXPORTS

Exports in the first quarter, at a monthly average of £414 million, seasonally adjusted, were 1 per cent above the high rate in the fourth quarter of last year, and 5 per cent above the average for the year 1965.

New developments in the area pattern of exports in recent months were renewed strong growth in the Western European market, folowing comparatively little change during most of last year, and a drop in exports to the overseas sterling area, again following little change in the course of 1965. Exports to North America showed a further marked increase in the first quarter of this year.

Exports of machinery continued to show moderate expansion in recent months after the fast growth last autumn. Exports of ships and aircraft, deliveries of which occur with some unevenness, considerably affected total exports over the last few months, playing an important part in the sharp rise in the latter part of last year. These exports showed an advance in the first quarter of 1966 both to North America and Europe. Exports of precious stones increased further from the high rate at the end of 1965.

IMPORTS

Imports in the first quarter averaged £507 million a month, seasonally adjusted, an increase of 3 per cent compared with the fourth quarter of last year. Part of this increase was attributable to higher imports of finished goods (particularly of machinery) after a period of little growth, but higher prices of industrial materials and erratically high tobacco imports (mainly from North America) also contributed to the rise. It is possible that there may have been some deferment of arrivals of goods subject to the temporary import charge until after the turn of the year.

Imports of finished manufactures were 9 per cent higher in the first quarter, with much of the increase in machinery. The growth of these imports tends to be uneven; the present rise followed a period of little change in the second half of last year. The higher prices paid for imported copper greatly increased the cost of non-ferrous metal imports and accounted for much of the rise in imports of semi-manufactures. Higher prices, too, for most basic materials increased the value of these imports in the first quarter. Fuel imports continued to rise, but imports of food and beverages were lower.

By area, the rise in imports in the first quarter was confined to imports from North America and Western Europe; imports from other areas fell. The United States and Canada both contributed to the increase after easing back in the fourth quarter of 1965. Within

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Western Europe there were higher imports from both the Common Market and EFTA countries. Imports from the sterling area were a little lower after resumed growth in the second half of 1965. Imports from Latin America and the Soviet Union and Eastern Europe fell sharply in the first quarter and arrivals from the rest of the world eased back.

AREA PATTERN OF EXPORTS

The expansion in exports in the first quarter of this year, to an average of £414 million a month, was accounted for by a continued strong upward movement in exports to North America, and further expansion to Western Europe after the upturn late last year. Exports to the overseas sterling area fell.

North America

Exports to the North American market in the first quarter averaged £70 million a month, 6 per cent above the previous quarter and 20 per cent above the average for 1965. Shipments to the United States in the first quarter, at £50 million a month, were 6 per cent above the previous quarter; trade in most commodities expanded. Deliveries of aircraft to the United States, which grew rapidly during last year, moved up again in the first quarter of this year to reach a very high rate. Exports of iron and steel, which were at a high level from the second quarter of last year (when there was stockbuilding in the United States in anticipation of the threatened strike in the United States steel industry), fell back sharply in the first quarter. Exports of precious stones, which were erratically low in the autumn of 1965 increased sharply at the end of last year and again in the first quarter of this year. Exports to Canada also showed fast expansion in recent months; helped by a high figure for ship deliveries, total exports to Canada reached an average of £20 million a month in the first quarter, 6 per cent above the preceding three months.

Western Europe

Exports to Western Europe showed strong growth in the first quarter when, at a monthly average of £162 million, they were 9 per cent above the fourth quarter of last year.

There was a big increase in exports to *EFTA* markets which, at a monthly average of £63 million were 13 per cent above the previous quarter. This exceptionally large increase was in part accounted for by deliveries of ships to Sweden and Norway, but exports to EFTA countries generally remained buoyant; there was a big increase in exports to Switzerland following little change over the last two years.

Exports to the *EEC* market in the first quarter, at an average of £83 million a month, were 6 per cent above the preceding quarter, a continuation of the renewed expansion seen late last year. This had followed a period of over a year during which exports had been running well below the previous peak reached early in 1964. Exports to Italy and to France were both well up in the first quarter. There has now been a substantial recovery in exports to Italy since last autumn, though the latest figures are still well below the peak rates of over two years ago; exports to France however have now returned to their previous peak of two years ago. Deliveries to Western Germany were a little higher in the first quarter than in the preceding period; they have been running more or less on a plateau since the second quarter of last year, following a big surge upwards early in 1965. A big increase in recent months in exports to Belgium was largely due to irregular exports of precious stones. There was little change in the first quarter in exports to the Netherlands after the sharp rise late last year.

Strong expansion in exports to the *rest of Western Europe* in the first quarter followed little change in the preceding period.

Sterling Area

Exports to the sterling area in the first quarter of 1966, at £130 million a month, were 7 per cent lower than in the preceding quarter, and 5 per cent lower than the average rate in 1965. Exports to South Africa fell back from the exceptionally high rate at the end of last year (which was largely due to aircraft), but they were also below the plateau on which they had been running from the latter part of 1964. Exports to Australia fell back sharply from the high rate in the second half of last year, though they were still fairly well maintained as compared with the first half. Exports to the Irish Republic partially recovered in the first quarter after dipping at the end of last year. The sharp fall seen in exports to India in the second half of last year gave way to only a small further fall in the first quarter of this year. The fall in exports to the remaining countries of this area is accounted for by Rhodesia, which from January 1966 has been excluded from the figures for the overseas sterling area; the now very small figure of exports to this country is included in the totals for the rest of the world.

Other areas

Exports to *Latin America*, at £12 million a month, fell by about 8 per cent in the first quarter of 1966 as compared with the preceding quarter.

Exports to the *Soviet Union and Eastern Europe* (at £11 million a month) rose slightly above the high level reached in the previous quarter.

Table 2.

United Kingdom exports: Sterling Area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan-Sept. 1965	4th quarter 1965	1st quarter 1966
Sterling Area:			
Commonwealth Europe	7·5 (+12)	9·3 (+11)	8·6 (+21)
Cyprus	3·6 (+43)	4·7 (+34)	4·4 (+40)
Other Western Hemisphere	20·9 (+ 9)	24·1 (+ 4)	23·6 (+16)
Jamaica	5·5 (+ 1)	6·8 (— 4)	5·8 (+ 6)
Trinidad	6·0 (+ 3)	6·9 (+ 2)	6·3 (+14)
Australasia & Pacific	101·9 (+ 8)	107·6 (+ 9)	101·5 (+ 0)
Australia	69·5 (+10)	71·9 (+ 8)	67·3 (— 6)
Seasonally adjusted	*69*	*73*	*65*
New Zealand	30·4 (+ 5)	33·8 (+10)	32·3 (+16)
Seasonally adjusted	*31*	*32*	*33*
Commonwealth Asia	86·2 (+ 5)	83·3 (— 7)	84·0 (— 6)
India	30·0 (— 5)	24·1 (—29)	24·9 (—19)
Seasonally adjusted	*30*	*25*	*24*
Pakistan	12·5 (+20)	12·8 (+ 0)	13·4 (— 3)
Ceylon	4·7 (—11)	4·9 (+22)	6·1 (+20)
Malaysia } (1)	22·4 (+10)	24·9 (+ 9)	12·9 } (+7)
Singapore }			10·5 }
Hong Kong	16·3 (+16)	16·2 (+ 4)	15·5 (—11)
Commonwealth West Africa	29·9 (+ 6)	36·1 (+ 7)	28·9 (— 4)
Sierra Leone	2·6 (—20)	2·5 (—17)	2·4 (—15)
Ghana	8·6 (+13)	14·8 (+38)	7·7 (— 1)
Nigeria	18·1 (+ 6)	18·3 (— 7)	18·1 (— 3)
Other Commonwealth Africa	27·6 (+16)	27·9 (+ 7)	22·8 (+27)
Zambia }	3·7	4·1	5·6 (+79)
Malawi } (2)	0·8 } (+26)	1·1 } (+17)	1·3 (+101)
Rhodesia }	7·9	7·7	
Tanzania	2·7 (+10)	2·8 (+17)	3·6 (+43)
Kenya	8·6 (+ 7)	8·3 (— 4)	8·4 (+ 1)
Mauritius	1·6 (—10)	1·4 (—29)	1·4 (—11)
Commonwealth Middle East	7·7 (+10)	7·3 (— 8)	7·9 (+ 7)
Aden	3·4 (+10)	3·6 (+ 0)	3·8 (+ 9)
Bahrain	2·3 (+30)	1·9 (—20)	2·0 (+ 0)
Non-Commonwealth Middle East	12·1 (+ 4)	14·7 (+19)	14·8 (+41)
Libya	5·1 (+15)	6·3 (+46)	6·9 (+55)
Jordan	1·9 (— 5)	2·5 (— 8)	2·0 (+27)
Kuwait	4·6 (— 4)	5·2 (+ 7)	5·2 (+23)
Other Sterling Area	110·8 (+ 8)	121·3 (+ 9)	106·2 (— 3)
Irish Rebuplic	44·4 (+10)	42·5 (— 3)	44·6 (+ 6)
Seasonally adjusted	*45*	*41*	*43*
Iceland	1·6 (+10)	2·0 (+31)	1·6 (+33)
Republic of South Africa	61·9 (+ 7)	75·4 (+21)	58·3 (— 8)
Seasonally adjusted	*61*	*78*	*55*
South West Africa	0·6 (— 5)	0·4 (—49)	0·3 (—63)
Burma	2·3 (+15)	1·1 (—55)	1·4 (—33)
Total Sterling	404·6 (+ 8)	431·7 (+ 5)	398·3 (+ 1)
Seasonally adjusted	*408*	*419*	*391*

(1) Separate figures not available for 1964/5.
(2) Separate figures not available prior to 1965.
Trade to Rhodesia has been included with Africa Other Non-Sterling as from January 1966.
Percentage changes have been calculated on comparable figures.

Table 2, *continued*

United Kingdom exports: Non-Sterling Area
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Non-Sterling Area:			
North America	164·5 (+14)	206·4 (+28)	194·9 (+40)
Seasonally adjusted	*166*	*199*	*210*
Canada	47·6 (+ 3)	57·8 (+16)	53·0 (+30)
Seasonally adjusted	*48*	*57*	*60*
United States & Deps.	117·0 (+19)	148·6 (+33)	142·0 (+45)
Seasonally adjusted	*118*	*140*	*149*
Western Europe	429·1 (+ 3)	448·8 (+ 7)	501·8 (+19)
Seasonally adjusted	*431*	*444*	*485*
EFTA including Finland	165·3 (+ 8)	170·6 (+ 6)	196·7 (+19)
Seasonally adjusted	*166*	*167*	*189*
Finland	18·0 (+12)	18·0 (+ 8)	18·6 (+17)
Sweden	54·0 (+13)	57·3 (+ 6)	65·7 (+22)
Seasonally adjusted	*55*	*55*	
Norway	21·1 (— 4)	22·8 (+11)	27·8 (+27)
Denmark & Greenland	31·4 (+ 8)	30·3 (— 4)	34·7 (+ 3)
Switzerland & Liechtenstein	22·3 (+ 2)	22·5 (+ 3)	27·4 (+28)
Portugal, Azores & Madeira	10·1 (+10)	10·3 (+18)	13·0 (+26)
Austria	8·4 (+ 9)	9·5 (+18)	9·4 (+27)
EEC	223·0 (— 1)	235·6 (+ 6)	256·4 (+17)
Seasonally adjusted	*223*	*234*	*248*
Western Germany	62·9 (+16)	66·3 (+14)	69·5 (+20)
Seasonally adjusted	*63*	*65*	*66*
Netherlands	47·5 (— 4)	50·6 (+ 6)	53·7 (+14)
Seasonally adjusted	*47*	*51*	*51*
Belgium & Luxembourg	41·6 (+ 3)	45·8 (+10)	50·7 (+20)
Seasonally adjusted	*42*	*43*	*49*
France	44·2 (— 6)	44·7 (— 6)	51·6 (+15)
Seasonally adjusted	*44*	*45*	*49*
Italy	26·9 (—21)	28·2 (+ 4)	30·9 (+18)
Seasonally adjusted	*27*	*29*	*30*
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	23·4 (+26)	25·2 (+29)	29·1 (+42)
Other	17·4 (— 4)	17·5 (+ 8)	19·6 (+17)
Soviet Union and Eastern Europe	26·6 (+ 4)	32·1 (+39)	34·1 (+38)
Seasonally adjusted	*27*	*31*	*32*
Soviet Union	10·9 (+13)	12·7 (+39)	12·8 (+37)
Other	15·7 (— 1)	19·3 (+39)	21·3 (+39)
Latin America	39·8 (+10)	39·2 (— 8)	37·5 (—16)
Seasonally adjusted	*40*	*39*	*36*
Venezuela	6·1 (+12)	6·4 (— 1)	5·9 (— 7)
Argentine Republic	6·7 (+ 8)	6·8 (—25)	5·3 (—30)
Other	27·0 (+11)	26·0 (—3)	26·3 (—15)
Other Non-Sterling	91·7 (+ 1)	96·9 (+ 6)	100·1 (+ 1)
Seasonally adjustd	*92*	*98*	*96*
Middle East	45·7 (— 1)	49·0 (+10)	51·7 (+18)
Israel	13·2 (— 3)	13·2 (+ 8)	15·3 (+27)
Africa	9·3 (+ 9)	7·8 (—39)	8·7 (—57)
Asia	30·3 (— 2)	33·0 (+18)	33·0 (+14)
Japan	12·7 (—16)	12·5 (— 5)	13·6 (+10)
Seasonally adjusted	*12*	*13*	*13*
Extra European Possessions of European Countries	6·5 (+30)	7·1 (+27)	6·7 (+ 6)
Total Non-Sterling	751·7 (+ 6)	823·3 (+12)	868·4 (+19)
Seasonally adjusted	*755*	*810*	*852*

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of March 18.*

Rest of World

Exports to the remaining countries of the world as a group, which averaged £32 million a month, were a little lower than in the previous quarter.

Deliveries to Japan, at £4½ million a month, were a little higher again in the first quarter of this year, following their partial recovery in the second half of last year.

Exports to Rhodesia, included with this group of countries from January 1966, averaged rather under £½ million a month (compared with £2½ million a month in the year 1965).

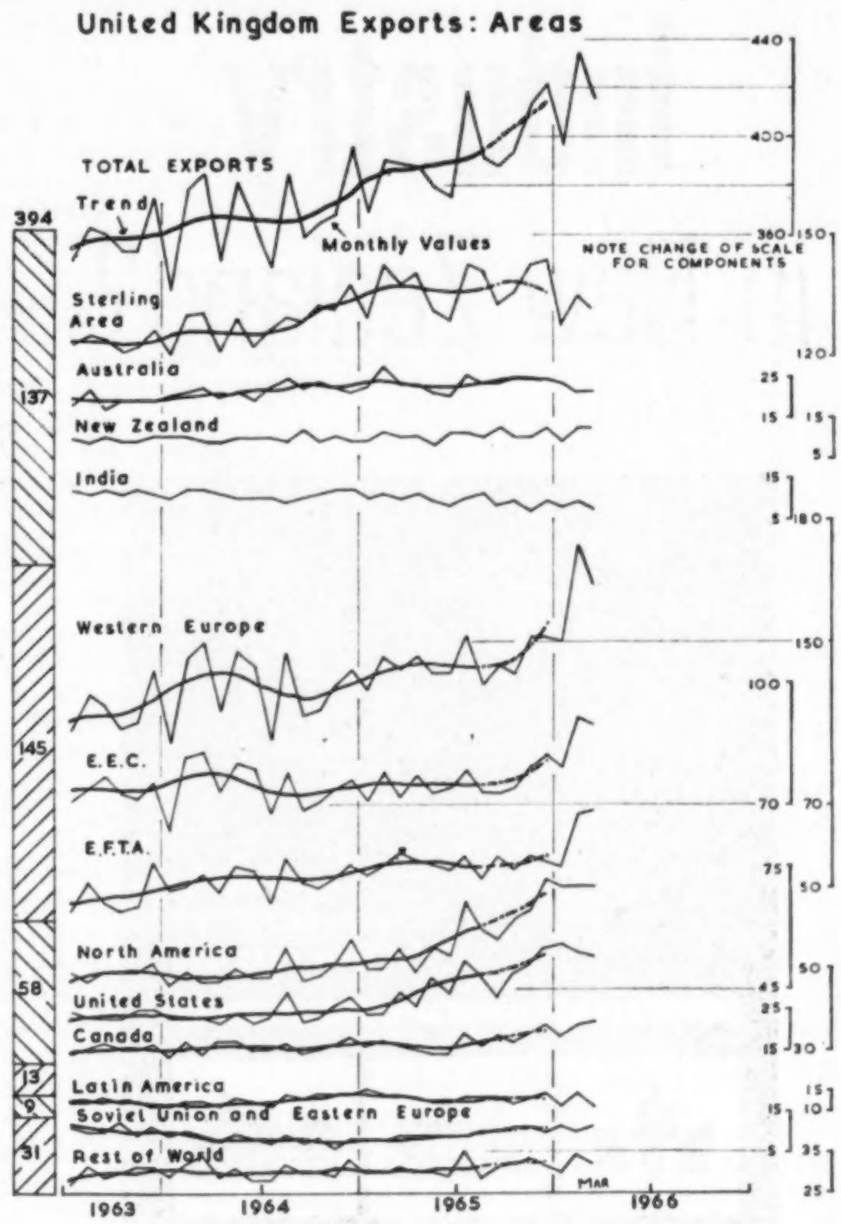

Table A: United Kingdom exports: areas (I)
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1965				1966			1965	1966
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
Sterling Area	136	133	138	140	126	134	131	140	130
Australia	24	22	24	24	23	21	21	24	22
New Zealand	10	10	11	11	9	12	12	11	11
India	10	10	10	8	8	9	7	8	8
South Africa Republic	20	21	20	26	19	20	17	26	18
Irish Republic	14	15	15	14	14	14	16	14	14
Western Europe	143	143	145	148	150	173	163	148	162
EEC	74	75	75	78	79	90	79	78	83
EFTA	56	55	55	56	55	67	68	56	63
Other	12	13	14	15	15	16	16	15	16
North America	52	53	61	66	70	70	70	66	70
USA and Dependencies	36	40	43	47	51	49	48	47	50
Canada	16	14	17	19	18	21	22	19	20
Latin America	15	12	13	13	11	14	11	13	12
Soviet Union and Eastern Europe	8	9	10	10	11	10	11	10	11
Rest of World	31	30	32	33	30	34	32	33	32
Total	383	381	399	410	396	432	415	410	414

(1) From January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World'.

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COMMODITY PATTERN OF EXPORTS

Manufactured goods

Following the very fast growth in exports of manufactured goods in the latter part of last year, there was little further change in the first quarter.

Exports of *machinery*, at an average of £111 million a month in the first quarter, were 1 per cent more than in the fourth quarter of last year, and nearly 6 per cent more than the average for 1965. There were small increases for both electric and non-electric machinery as compared with the previous quarter.

In the first quarter exports of *road motor vehicles*, at an average of £47 million a month, were 5 per cent below the high rate of the preceding quarter, but equal to the average for the year 1965. Exports of *other transport equipment*, with high deliveries of ships

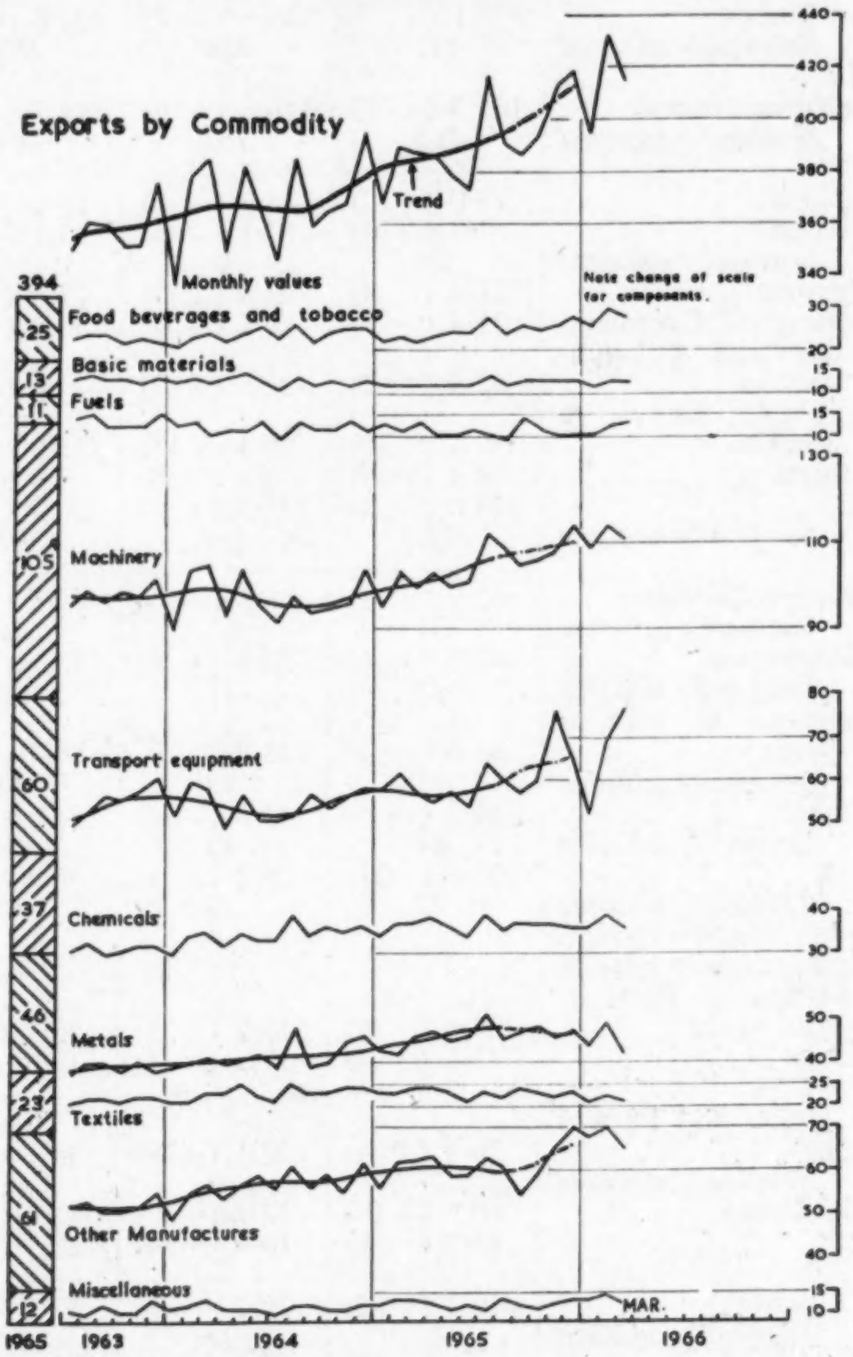


Table B. United Kingdom exports: commodity classes
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1965				1966			1965	1966
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr
Food, beverages and tobacco	23	24	26	26	26	30	28	26	28
Basic materials	12	12	13	13	12	13	13	13	13
Fuels	12	11	11	11	10	12	13	11	12
Manufactures	322	323	337	347	334	361	348	347	348
Non-electric machinery	72	74	82	83	82	85	83	83	83
Electric machinery	28	28	28	28	27	29	28	28	28
Road motor vehicles	46	46	47	49	43	52	46	49	47
Other transport equipment	14	10	12	19	11	18	31	19	20
Chemicals	36	36	37	37	36	39	37	37	37
Metals and misc. metal mfrs.	44	46	48	47	44	49	42	47	45
Textiles	23	23	23	23	21	22	21	23	21
Other	60	60	59	64	68	70	65	64	68
Clothing and footwear	5	5	5	6	5	6	5	6	5
Instruments	8	8	9	9	9	10	9	9	9
Miscellaneous	13	12	13	12	13	13	12	12	13
Total	383	381	399	410	396	432	415	410	414

Table 3.

Machinery and transport equipment (UK exports)

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Machinery other than electric	228·8 (+ 6)	244·1 (+15)	262·3 (+20)
Seasonally adjusted	*228*	*248*	*249*
Aircraft engines	13·6 (+19)	14·4 (+47)	15·9 (+15)
Internal combustion engine other than aircraft	25·7 (+21)	28·8 (+22)	27·9 (+14)
Other power generating equipment	6·8 (—20)	8·6 (— 2)	7·8 (+ 7)
Tractors	23·6 (—18)	30·0 (+54)	29·2 (+72)
Other agricultural machinery	7·6 (— 2)	6·1 (+ 3)	8·6 (+16)
Office machines	10·4 (+ 7)	13·2 (+21)	18·8 (+68)
Metal working machinery	16·5 (+ 5)	13·8 (—22)	14·4 (— 5)
Textile leather machinery	21·7 (+ 5)	21·8 (+ 8)	26·0 (+19)
Machines for special industries	31·1 (+ 7)	31·3 (+ 7)	31·5 (+ 6)
Heating and cooling equipment	8·4 (+ 7)	9·4 (+21)	9·1 (+19)
Pumps, centrifuges, etc.	12·5 (+12)	12·7 (+10)	13·8 (+13)
Mechanical handling equipment	10·4 (+17)	10·8 (— 4)	11·6 (— 1)
Other machinery	40·6 (+12)	43·2 (+21)	47·8 (+23)
Electrical machinery	82·1 (+ 5)	84·6 (+ 5)	86·9 (+ 6)
Seasonally adjusted	*83*	*83*	*84*
Electric power machinery	11·9 (+13)	13·9 (+27)	13·9 (+14)
Switchgear	9·3 (+20)	9·3 (+13)	9·1 (— 1)
Electric distribution equipment	8·7 (— 5)	7·9 (— 0)	8·8 (+11)
Televisions, Radios	1·9 (— 2)	2·0 (—10)	2·1 (+ 8)
Other telecommunication equipment	18·3 (— 1)	16·9 (— 0)	19·5 (+ 8)
Domestic electric equipment	8·0 (— 2)	8·1 (—21)	7·2 (—15)
Other electrical machinery	24·0 (+ 9)	26·4 (+ 9)	26·4 (+ 8)
Transport equipment	175·9 (+ 8)	196·4 (+21)	204·9 (+17)
Road motor vehicles	140·6 (+ 5)	144·4 (+ 6)	146·5 (+ 6)
Seasonally adjusted	*139*	*148*	*140*
Cars and chassis	63·4 (— 2)	60·8 (— 2)	60·4 (— 3)
Commercial vehicles and chassis	32·2 (+ 4)	35·0 (+10)	35·1 (+11)
Aircraft and parts	17·3 (+57)	29·1 (+176)	29·2 (+91)
Ships and boats	7·3 (—12)	12·3 (+133)	17·8 (+61)
Machinery and transport equipment	486·8 (+ 6)	525·1 (+15)	554·1 (+17)
Seasonally adjusted	*485*	*531*	*532*

Table 4.

Other manufactures (UK exports)

(£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Chemicals	109·5 (+ 8)	110·6 (+ 3)	114·9 (+ 7)
Seasonally adjusted	*110*	*110*	*112*
Chemical elements and compounds	27·2 (+ 5)	24·9 (— 3)	26·9 (— 1)
Dyeing, tanning and colouring materials	13·4 (— 0)	14·2 (+ 3)	13·4 (+ 3)
Medicinal and pharmaceutical products	16·7 (+15)	16·9 (+ 8)	18·1 (+13)
Essential oils, toilet, polishing and cleaning preparations	8·9 (— 2)	10·9 (+14)	9·0 (+ 9)
Fertilizers	2·2 (+51)	1·7 (+ 6)	2·3 (—14)
Plastic materials	19·8 (+ 9)	21·6 (+ 8)	22·4 (+13)
Manufactured goods classified chiefly by material	297·8 (+ 7)	317·3(+ 5)	313·2 (+ 8)
Seasonally adjusted	*300*	*306*	*306*
Leather, leather manufactures, etc.	7·5 (+ 3)	8·1 (+ 4)	8·3 (+15)
Rubber manufactures	11·6 (— 3)	12·1 (— 4)	12·0 (+ 4)
Wood and cork manufactures, etc.	1·5 (+ 3)	1·4 (— 3)	1·2 (—13)
Paper	12·3 (+ 4)	13·5 (+ 7)	13·4 (+ 7)
Textile manufactures	68·7 (+ 1)	68·2 (— 5)	66·1 (— 4)
Seasonally adjusted	*69*	*68*	*63*
Wool yarns and woven fabrics	22·2 (— 0)	22·1 (— 3)	21·4 (+ 1)
Cotton yarns and woven fabrics	10·5 (— 4)	10·4 (—10)	9·3 (—14)
Man-made fibre yarns and woven fabrics	14·8 (+ 3)	13·6 (—13)	14·0 (—12)
Miscellaneous textile manufactures	21·2 (+ 6)	22·2 (— 1)	21·4 (+ 4)
Non-metallic mineral manufactures n.e.s.	59·0 (+ 3)	67·9 (+ 9)	76·9 (+27)
Pottery and glass	10·4 (+ 4)	11·2 (+ 1)	10·6 (+ 6)
Precious stones	39·6 (+ 2)	47·4 (+13)	57·1 (+36)
Iron and steel	57·6 (+ 8)	61·2 (+ 8)	52·2 (— 4)
Non-ferrous metals	40·8 (+28)	45·6 (+18)	44·4 (+23)
Miscellaneous metal manufactures	38·8 (+10)	39·4 (+ 3)	38·7 (+ 4)
Miscellaneous manufactured articles	86·6 (+13)	97·9 (+14)	91·2 (+14)
Seasonally adjusted	*87*	*94*	*94*
Clothing and footwear	15·3 (+12)	18·9 (+11)	15·6 (+12)
Seasonally adjusted	*16*	*17*	*16*
Scientific instruments	24·7 (+12)	26·4 (+16)	28·6 (+26)
Seasonally adjusted	*24*	*26*	*28*
Printed matter	12·3 (+10)	13·8 (+ 5)	12·2 (+ 7)

and aircraft, averaged £20 million a month in the latest three months, 6 per cent higher than in the last quarter of 1965, but nearly 50 per cent above the average for the year. Deliveries of aircraft rose very sharply in 1965; in the first quarter of 1966 they showed little change from the rate at the end of 1965, but they were nearly 50 per cent above the average rate during the year. Deliveries of ships were sharply up in January-March on the preceding quarter and were about double the average rate for 1965 as a whole.

Exports of *chemicals,* at an average of £37 million a month in the first quarter, were a little higher than in the preceding quarter and 1 per cent above the average rate for last year. Exports of *metals and miscellaneous metal manufactures,* which averaged £45 million a month in the first quarter of this year, were 4 per cent lower than the rate in the preceding quarter, which itself showed a small fall from the peak reached in the third quarter. This decline was primarily due to the dropping back in exports of iron and steel to the United States, to a rate now little different from a year ago. Exports of non ferrous metals remained at a high rate in the first quarter. Deliveries of *textiles* averaged £21 million a month, a drop of 5 per cent on the fourth quarter last year. The big increase in exports of *other manufactured goods* which, at an average of £68 million a month in the first quarter, were 5 per cent above the preceding quarter, was mainly due to deliveries of precious stones; after having been low in the third quarter of last year, these increased sharply in the fourth quarter and moved up again in the first quarter of this year. A further increase in exports of scientific instruments was offset by a drop in exports of clothing and footwear from the high rate reached at the end of last year.

Other goods

There was a particularly sharp increase in exports of food in the first quarter of this year; this was mainly accounted for by cereals. Exports of beverages and tobacco, and of crude materials, were rather lower in the first quarter than the high rates reached at the end of last year. Exports of fuels, a very variable category, showed an increase.

(*Continued on next page*)

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

Imports of food, beverages and tobacco eased back in the first quarter after remaining fairly flat since the rise in the third quarter of last year. In total the group was 2 per cent less than in the fourth quarter. Food imports were nearly 5 per cent lower than in the previous quarter, but partly offsetting this, there was a 56 per cent rise in imports of tobacco; imports of beverages continued to decline from the high level reached in the autumn. Most of the main categories of food imports showed a reduction in the first quarter with the exception of fruit and vegetables which rose by 7 per cent and meat and meat preparations which have remained flat since the second half of last year. Imports of dairy produce and eggs, which tend to vary from quarter to quarter, were over 15 per cent less than their high level in the last quarter of 1965. The decline in imports of cereals and feeding stuffs, which began at the end of last year, after previous strong growth, continued in the first quarter of this year, when they were over 5 per cent less than in the previous quarter. Lower imports of sugar accounted for much of the fall in the remaining classes of food.

Industrial materials

The growth of imports of industrial materials had slowed down considerably last year after the increase in the two previous years when the economy was expanding strongly and a large rise in stockbuilding occurred. Towards the end of 1965 these imports had remained fairly flat. In the first quarter of this year, however, mainly owing to higher commodity prices, the value of imports of industrial materials rose by 3½ per cent compared with the previous quarter. Most of the increase was in imports of semi-manufactures, but imports of basic materials also rose moderately.

Imports of basic materials, which had fallen back at the end of last year after remaining relatively flat previously rose by 1½ per cent in the first quarter. There was a marked rise in the value of imports of hides and skins, and imports of wool, which increased by 7 per cent after some months of decline, also contributed. Against these increases there was a sizeable fall in imports of timber (10 per cent on a seasonally adjusted basis), and lower arrivals of other basic commodities. Imports of cotton and of crude rubber were higher.

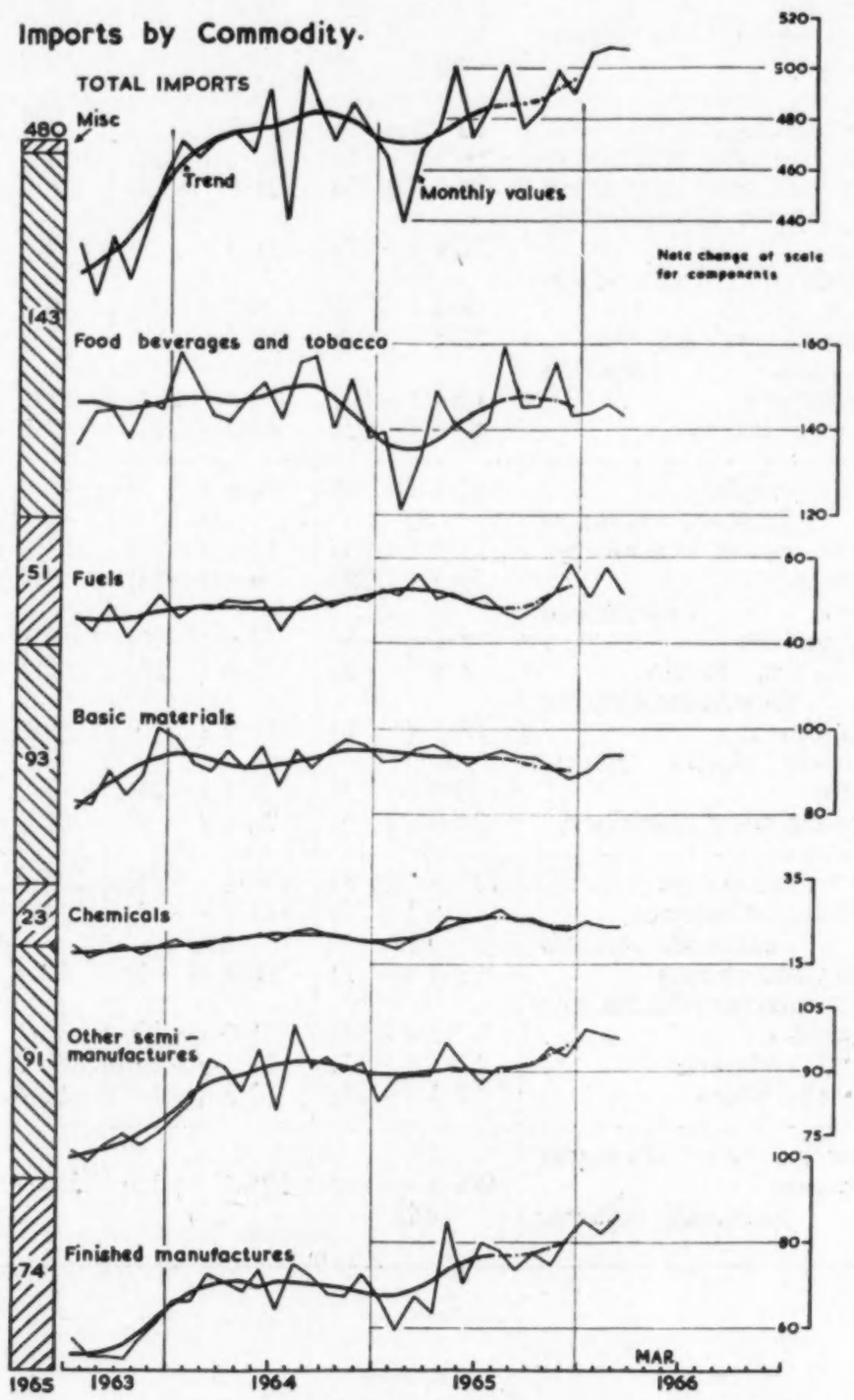
Imports of semi-manufactures, which are mostly subject to the temporary import charge (the main exception being non-ferrous metals), rose 5 per cent compared with the fourth quarter of last year. The higher price of imported copper played a big part in the rise, but higher imports of chemicals, cotton and steel had some effect. Chemical imports increased a little after the decline in the fourth quarter which had followed sizeable increases earlier in 1965. Imports of iron and steel showed signs of recovery after falling in 1965 from the unusually high level of 1964. Imports of cotton yarns and fabrics, which had been falling throughout 1965, also increased in the first quarter.

Mineral fuels and lubricants

Fuel imports continued to increase from the relatively low levels of the third quarter of last year. In the first quarter they were nearly 3 per cent more than in the fourth quarter of 1965 and back to about the same level as in the first quarter last year. Within the total for mineral fuels and lubricants, imports of crude petroleum continued to rise whilst the growth of imports of petroleum products slowed down.

Finished manufactures

Imports of finished manufactures, nearly all of which are subject to the import charge, grew strongly again in the first quarter. The rise followed a period of very little movement in the second half



This excavator, fitted with a special ditch-cleaning bucket, is one of many sold to New Zealand by Hydraulic Machinery Co. (Great Britain) Ltd. The company recently announced orders for March worth in excess of £½ million.

Table C. Imports: commodity classes
Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial Materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 January	144	51	214	90	25	100	85	9	506
February	146	58	217	94	24	99	82	7	508
March	143	52	217	94	24	98	86	7	507
1965 4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507

of last year. Before that there had been a sharp rise in the middle months of the year, reflecting partly the reduction in the charge in April from 15 to 10 per cent and partly the aftermath of the American dock strikes. The recent increase may partly reflect the phasing of arrivals by importers in relation to the turn of the year and the possibility that there might have been a change in the import charge. Imports of finished manufactures were 9 per cent (£7 million a month) more than in the last quarter of 1965, with capital goods showing the largest increase.

Imports of machinery, which had fallen in the latter half of 1965, were 18 per cent (or £8 million a month) more than in the fourth quarter of last year. The value of road motor vehicle imports continued to rise a little, but imports of other transport equipment, an erratic group including ships and aircraft, were less than in the fourth quarter. There was a continued expansion of imports of instruments, a category which includes consumer goods such as watches and cameras as well as industrial equipment.

(*Continued on next page*)

Table 5.

Other exports

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Food and live animals	37·6 (— 4)	42·0 (+ 2)	46·9 (+32)
Seasonally adjusted	*38*	*38*	*45*
Live animals	9·6 (+21)	8·3 (— 5)	7·6 (+ 8)
Cereals and cereal preparations	5·0 (+10)	7·0 (+31)	11·4 (+121)
Sugar and sugar preparations	6·0 (—48)	5·7 (—35)	5·2 (—25)
Beverages and tobacco	32·6 (+17)	45·5 (+12)	32·6 (+24)
Seasonally adjusted	*34*	*40*	*38*
Whisky	23·8 (+18)	36·2 (+14)	24·1 (+30)
Tobacco and tobacco manufactures	5·0 (+24)	4·9 (+ 5)	5·3 (+13)
Crude materials and animal and vegetable oils and fats	37·3 (— 7)	39·1 (+ 5)	40·0 (+ 6)
Seasonally adjusted	*37*	*40*	*36*
Wool tops	7·2 (—28)	7·4 (— 9)	7·5 (— 3)
Other textile fibres	13·9 (— 9)	15·0 (+ 9)	15·5 (+10)
Minerals fuels, lubricants and related materials	33·4 (— 2)	33·3 (— 8)	37·9 (+ 2)
Seasonally adjusted	*34*	*32*	*36*
Coal, coke and briquettes	6·1 (—36)	7·0 (—15)	6·3 (—13)
Petroleum products	24·5 (+14)	24·2 (— 4)	29·3 (+ 8)

Table 6.

Food, beverages and tobacco (imports)

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Food and live animals	389·6 (— 5)	404·7 (+ 4)	410·7 (+ 5)
Seasonally adjusted	*389*	*410*	*390*
Live animals	11·5 (—23)	13·1 (— 3)	11·9 (—13)
Meat and meat preparations	93·4 (+ 1)	87·5 (— 3)	95·8 (+ 4)
Seasonally adjusted	*92*	*92*	*92*
Beef and veal	19·3 (— 6)	21·8 (—10)	16·3 (+ 4)
Th. tons	69 (—17)	81 (—15)	62 (+ 6)
Mutton and lamb	21·7 (+13)	10·4 (—18)	26·4 (— 5)
Th. tons	98 (+ 5)	51 (—13)	122 (+ 1)
Bacon	26·6 (— 4)	28·9 (+ 2)	28·1 (+ 9)
Th. tons	99 (+ 1)	102 (+ 4)	97 (+ 1)
Dairy products and eggs	49·2 (— 4)	60·7 (— 1)	53·8 (—13)
Seasonally adjusted	*49*	*56*	*44*
Butter	35·2 (— 6)	41·4 (— 8)	39·0 (—13)
Th. tons	103 (— 7)	129 (— 0)	125 (— 2)
Fish and fish preparations	16·2 (— 0)	19·1 (+ 4)	16·1 (+ 3)
Raw sugars	22·9 (—40)	24·7 (+55)	21·3 (+ 7)
Th. tons	519 (—10)	536 (+13)	486 (+15)
Cocoa beans	3·7 (—22)	1·2 (+121)	6·1 (+111)
Th. tons	24 (— 4)	10 (+248)	52 (+217)
Tea and mate	25·4 (+ 6)	31·5 (—16)	27·6 (— 4)
Th. tons	61 (+10)	67 (— 7)	66 (— 3)
Cereals and feeding stuff for animals	75·9 (+ 5)	80·0 (+14)	76·9 (+ 6)
Seasonally adjusted	*76*	*80*	*76*
Fruit and vegetables	73·9 (+ 1)	67·6 (+ 6)	81·0 (+19)
Seasonally adjusted	*72*	*76*	*82*
Beverages and tobacco	30·2 (— 7)	46·7 (— 9)	28·9 (+59)
Seasonally adjusted	*35*	*34*	*44*
Beverages	12·3 (—13)	15·6 (+ 4)	10·0 (+22)
Tobacco and tobacco manufactures	17·8 (— 3)	31·1 (—14)	18·9 (+88)
Seasonally adjusted	*22*	*21*	*33*

Table 7.

Materials and fuels (imports)

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Crude materials	263·0 (— 0)	257·4 (— 6)	254·6 (— 2)
Seasonally adjusted	*265*	*255*	*256*
Oil seeds, oil nuts and oil kernels	11·9 (+ 8)	13·4 (— 9)	12·0 (+ 8)
Seasonally adjusted	*12*	*13*	*12*
Wood, lumber and cork	56·6 (+ 8)	50·6 (—16)	29·0 —33)
Seasonally adjusted	*59*	*48*	*43*
Sawn softwood	43·3 (+ 7)	38·3 (—16)	19·4 (—38)
Th. standards	490 (+ 0)	427 (—20)	217 (—41)
Woodpulp	35·3 (+ 6)	33·6 (—10)	33·9 (— 9)
Th. tons	750 (+ 3)	721 (—10)	733 (— 9)
Wool and other animal hair and tops	33·6 (—21)	30·8 (— 8)	39·8 (+ 3)
Seasonally adjusted	*34*	*32*	*34*
Raw wool	29·6 (—23)	26·5 (—11)	36·6 (+ 5)
Th. tons	64 (— 6)	56 (+ 8)	78 (+10)
Raw cotton	12·5 (—20)	10·5 (+ 1)	13·8 (— 0)
Th. tons	53 (—18)	46 (+ 7)	61 (+ 7)
Metalliferous ores and scraps	50·1 (+12)	51·8 (+ 1)	48·1 (+ 6)
Iron ore	21·2 (+ 3)	20·8 (— 4)	16·7 (—10)
Th. tons	4·779 (+ 4)	4·536 (— 5)	3·845 (—12)
Hides and skins	13·8 (— 4)	14·5 (+ 1)	22·4 (+30)
Crude rubber	11·9 (— 4)	11·7 (—13)	12·3 (— 6)
Animal and vegetable oils and fats	16·5 (+29)	15·0 (— 1)	16·8 (+ 1)
Seasonally adjusted	*16*	*18*	*21*
Chemicals	70·3 (+12)	72·0 (+13)	78·7 (+26)
Seasonally adjusted	*70*	*72*	*73*
Manufactured goods classified chiefly by material	268·4 (+ 1)	283·0 (+2)	304·1 (+15)
Seasonally adjusted	*269*	*281*	*297*
Wood manufactures	17·3 (+ 7)	17·5 (+ 1)	16·9 (— 6)
Newsprint paper and board	31·0 (— 7)	30·0 (— 6)	33·6 (+20)
Cotton yarns and fabrics	14·0 (—26)	14·2 (— 9)	17·7 (+30)
Other textile manufactures	23·6 (— 9)	24·5 (— 9)	30·2 (+24)
Iron and steel	19·2 (—32)	20·3 (— 3)	23·5 (+27)
Th. tons	294 (—51)	318 (—11)	399 (+37)
Non-ferrous metals	89·3 (+17)	99·7 (+ 1)	108·1 (+21)
Copper	43·9 (+37)	46·2 (+21)	55·2 (+27)
Th. tons	148 (+13)	142 (+ 4)	142 (— 3)
Aluminium	17·2 (— 0)	18·7 (— 2)	19·2 (+11)
Total industrial materials (1)	618·2 (+ 2)	627·4 (— 1)	654·2 (+ 9)
Seasonally adjusted	*620*	*625*	*647*
Minerals fuels, lubricants and related materials	154·7 (+ 6)	152·7 (+ 5)	164·4 (— 0)
Crude petroleum	109·3 (+ 8)	103·5 (— 2)	109·0 (— 2)
Th. tons	16·571 (+13)	16·392 (+ 6)	17·119 (+ 4)
Petroleum products	41·0 (— 4)	44·5 (+18)	49·1 (— 2)
Th. tons	4·767 (+ 4)	5·499 (+22)	6·029 (— 1)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

These imports were 10 per cent (£½ million a month) more than in the fourth quarter. Imports of consumer goods as a whole increased in the first quarter; the rise in imports of miscellaneous manufactured articles, which consist mainly of consumer goods, was nearly 6 per cent (about £1 million a month). There had been little growth in the latter part of 1965 in these products. Imports of clothing and footwear rose sharply in the first quarter by 10 per cent, with increased imports from Hong Kong.

SOURCES OF IMPORTS

The area pattern of the rise in imports in the first quarter of this year closely reflected the commodity composition of the change from the previous quarter. Most of the increase by commodity was in manufactured goods and, by area, the increase was entirely from the main manufacturing countries with decreases from other countries.

Sterling Area

There was a fall of 2 per cent in imports from the sterling area in the first quarter after little change in the latter half of 1965, with decreases from most countries. Imports from Australia fell back sharply, by 8 per cent, after renewed growth in the fourth quarter. Imports from India were down by 6 per cent, returning to about the level of the first quarter of last year. There had been a sharp rise in imports from New Zealand in the last quarter of 1965 after the low imports in previous months, but they declined by 3 per cent in the first quarter.

Table 8.

Finished manufactures (Imports)

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Consumer goods (1)	60·6 (—14)	61·4 (— 3)	69·6 (+20)
Cars and motor cycles	7·1 (—26)	7·0 (—13)	8·7 (+29)
Other durable goods	16·6 (— 5)	17·1 (— 8)	17·4 (+23)
Works of art	5·5 (—10)	6·8 (+63)	6·3 (+ 9)
Clothing and footwear	19·2 (—25)	17·8 (—10)	24·2 (+14)
Other consumer goods	12·2 (+ 4)	12·7 (+ 4)	12·9 (+29)
Other mainly capital goods	156·3 (+12)	170·2 (+19)	189·9 (+36)
Machinery	112·2 (+12)	118·4 (+12)	140·5 (+37)
Aircraft and aircraft engines	10·9 (— 0)	14·6 (+39)	13·8 (+56)
Ships and boats	5·8 (+ 6)	8·9 (+282)	4·5 (+89)
Instruments	11·8 (+ 8)	10·9 (+ 8)	12·7 (+13)
Other	15·5 (+29)	17·5 (+26)	18·3 (+29)
Total finished manufactures(2)	216·9 (+ 3)	231·6 (+12)	259·4 (+31)
Seasonally adjusted	*215*	*233*	*253*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) S.I.T.C. revised sections 7 and 8.

North America

Imports from North America, after tending to ease back in the second half of last year, rose sharply in the first quarter. Imports from both Canada and the United States expanded, those from Canada by 9 per cent and those from the United States by 17 per cent.

Western Europe

There was also a rise, of 11 per cent, in imports from Western Europe in the first quarter, with increased imports from both the EFTA and Common Market countries. The imports from both these areas had been increasing faster in the second half of 1965 than in the early part of the year, and this rapid growth continued in the first quarter when imports from EFTA and the Common Market countries were both 10 per cent more. Most of the increase from the EFTA countries came from Switzerland and Portugal, and imports from all the Common Market countries increased, especially those from Western Germany, the Netherlands and Italy.

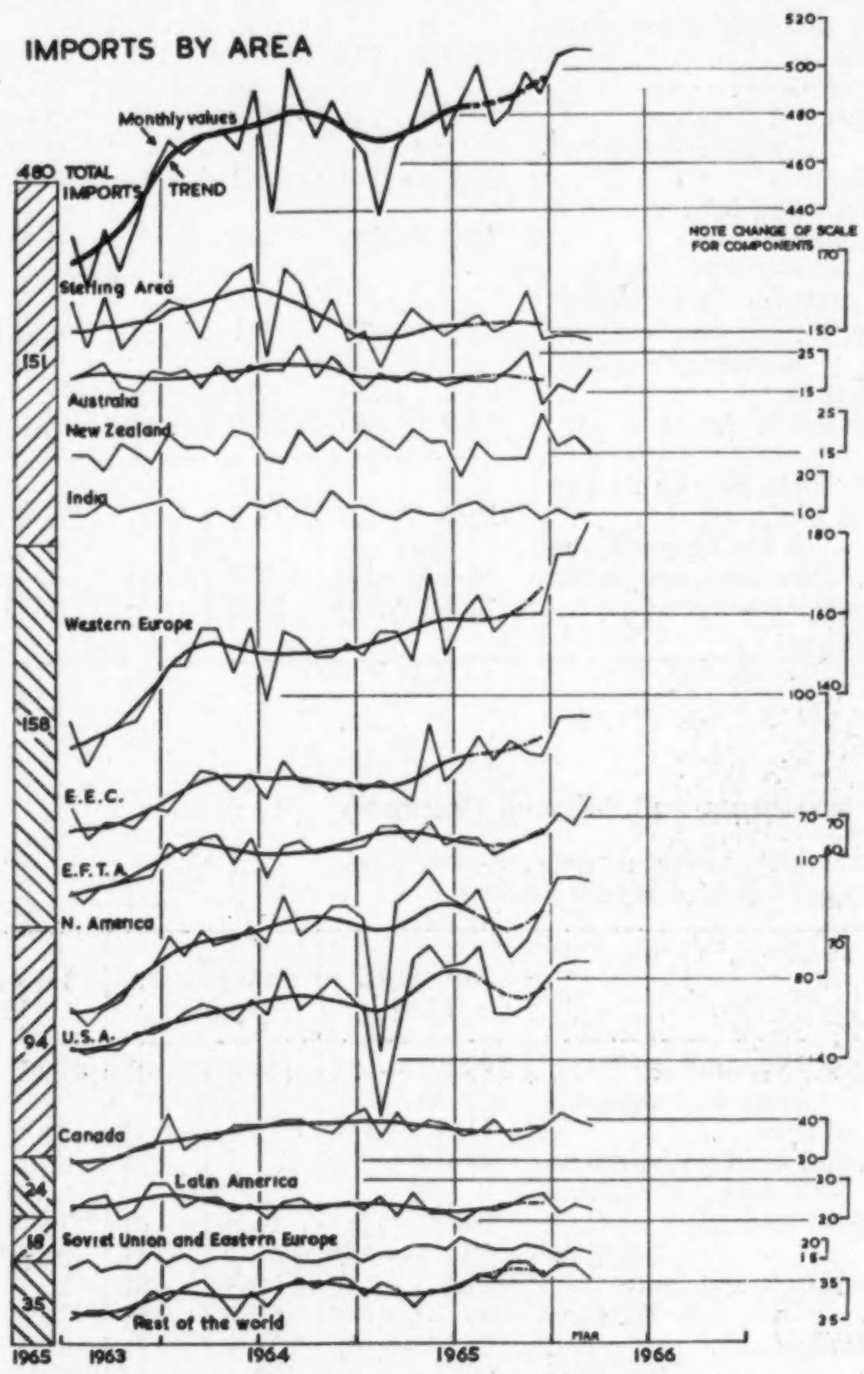


Table D. Imports: areas (I)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1965 1st quarter	147	18	18	11	154	78	67	85	45	40	24	16	33	458
2nd quarter	153	19	19	10	157	82	66	103	65	39	24	19	32	485
3rd quarter	152	18	14	12	160	86	64	97	61	37	22	19	36	489
4th quarter	152	19	18	11	160	87	64	91	54	37	26	18	39	490
1966 January	149	17	17	11	175	95	71	105	63	42	22	16	39	506
February	149	15	19	9	175	95	68	105	64	40	24	18	39	508
March	148	21	15	10	183	95	75	104	64	38	23	17	35	507
1965 4th quarter	152	19	18	11	160	87	64	91	54	37	26	18	39	490
1966 1st quarter	149	18	17	10	178	95	71	105	64	40	23	17	37	507

(1) From January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World'.

Latin America

Imports from Latin America fell sharply in the first quarter, by 10 per cent, with reduced imports from Venezuela and Chile, but with imports from the Argentine rising again.

Soviet Union and Eastern Europe

There was a further fall in imports from the Soviet Union and Eastern Europe, with the value 7 per cent less than in the fourth quarter, when imports had fallen following an earlier rise.

Rest of the world

Imports from the rest of the world fell by 3 per cent in the first quarter compared with the fourth quarter of last year. Countries in this category are mainly primary producers, except for Japan.

(*Continued on next page*)

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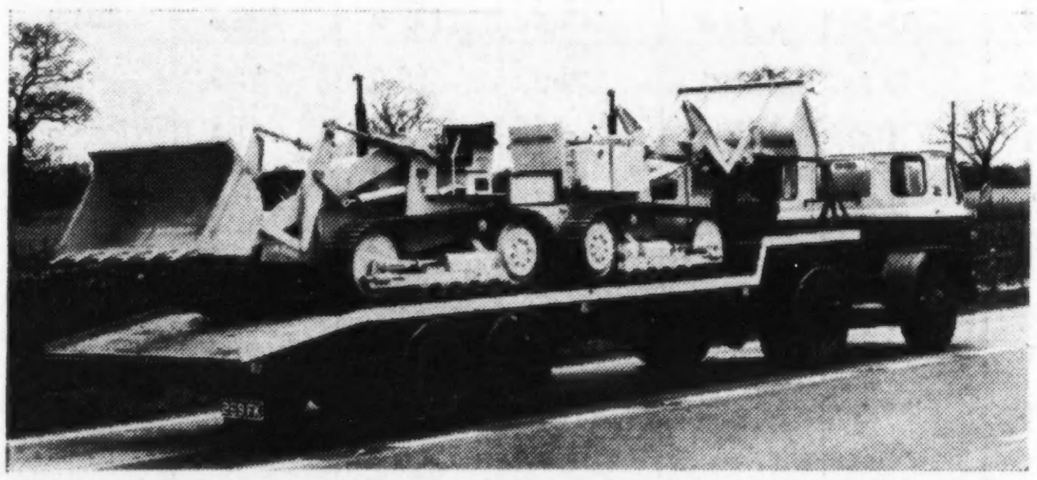
Table 9.

Imports: Sterling Area

£ million c.i.f. quarters or quarterly averages (*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Sterling Area:			
Jamaica	8·3 (— 8)	3·2 (— 1)	7·5 (+ 5)
Trinidad	7·1 (—32)	3·0 (—38)	6·1 (—25)
Australia	54·2 (—13)	57·2 (—12)	55·2 (+ 0)
Seasonally adjusted	*55*	*58*	*53*
New Zealand	54·2 (— 1)	45·7 (+ 2)	62·6 (—10)
Seasonally adjusted	*51*	*53*	*51*
India	30·5 (— 7)	36·8 (—14)	32·2 (— 6)
Seasonally adjusted	*33*	*32*	*31*
Pakistan	6·8 (+ 3)	6·8 (— 2)	12·4 (+44)
Ceylon	10·5 (+ 0)	10·9 (+ 6)	9·0 (— 8)
Malaysia, Singapore (1)	12·4 (— 6)	12·3 (— 6)	8·5, 4·3 (— 8)
Hong Kong	17·9 (—15)	16·6 (— 7)	21·2 (+17)
Ghana	4·8 (—11)	3·0 (—12)	4·5 (+13)
Nigeria	28·6 (+31)	27·2 (+18)	30·4 (+ 2)
Zambia	18·5	20·7	20·8 (+40)
Malawi (2)	1·5 (+13)	2·2 (+13)	2·2 (+66)
Rhodesia	6·3	10·9	
Kenya	4·2 (—17)	3·6 (—13)	5·2 (+49)
Middle East	56·1 (— 9)	41·7 (—21)	48·7 (— 9)
Irish Republic	41·6 (— 9)	45·7 (+ 9)	44·6 (+11)
Republic of South Africa	45·0 (— 4)	45·9 (+10)	46·2 (+15)
Other	46·5 (— 4)	54·1 (+33)	42·9 (— 2)
Total Sterling Area	455·0 (— 5)	447·3 (+ 0)	464·5 (+ 2)
Seasonally adjusted	*452*	*457*	*446*

(1) Separate figures not available for 1964 and 1965.
(2) Separate figures not available prior to 1965. Trade from Rhodesia has been included with other Non-Sterling as from January 1966. Percentage changes have been calculated on comparable figures.



On its way to Hull Docks goes another consignment of Taurus Crawler Tractors destined for Northern France. They are being transported on a special 12-ton step frame low loader made by Taskers of Andover.

Imports: Non-Sterling Area

£ million c.i.f. quarters or quarterly averages (*percentage change on a year earlier*)

	Jan.-Sept. 1965	4th quarter 1965	1st quarter 1966
Non-Sterling Area:			
North America	277·1 (+ 5)	301·3 (— 4)	301·7 (+22)
Seasonally adjusted	*285*	*272*	*314*
Canada	113·9 (+ 1)	117·3 (— 3)	104·0 (— 1)
Seasonally adjusted	*116*	*110*	*119*
United States & Deps.	163·2 (+ 7)	184·0 (— 5)	197·6 (+40)
Seasonally adjusted	*171*	*163*	*191*
Western Europe	468·0 (+ 4)	492·8 (+ 7)	537·8 (+17)
Seasonally adjusted	*471*	*481*	*533*
Free Trade Association (including Finland)	194·9 (+ 5)	198·0 (+ 4)	204·7 (+ 8)
Seasonally adjusted	*196*	*193*	*214*
Finland	29·3 (+ 3)	28·3 (— 6)	24·3 (— 7)
Sweden	53·9 (+ 4)	53·0 (— 1)	53·1 (+ 0)
Norway and Spitzbergen	26·0 (+ 3)	27·7 (+15)	30·0 (+17)
Denmark and Greenland	48·2 (+ 3)	49·8 (+ 6)	50·1 (+ 6)
Switzerland and Leichtenstein	21·4 (+10)	21·8 (+13)	27·0 (+43)
Portugal, Azores and Madeira	10·3 (+35)	10·6 (+24)	12·6 (+ 7)
Austria	5·9 (— 8)	6·8 (+ 0)	7·5 (+22)
Economic Community	244·8 (+ 4)	261·1 (+11)	296·9 (+24)
Seasonally adjusted	*246*	*260*	*286*
Western Germany	65·3 (— 4)	69·5 (+ 5)	80·3 (+27)
Netherlands	67·4 (+14)	68·9 (+12)	76·2 (+17)
Belgium and Luxembourg	30·6 (+13)	31·6 (+ 2)	36·8 (+18)
France	45·3 (— 5)	55·0 (+24)	57·8 (+36)
Italy	36·2 (+ 8)	36·1 (+14)	45·8 (+22)
Spain, Canary Islands and Spanish ports in North Africa	17·2 (— 5)	22·2 (— 3)	23·9 (+20)
Other	11·1 (— 4)	11·4 (—14)	12·4 (+ 4)
Soviet Union and Eastern Europe	53·2 (+13)	60·6 (+15)	45·9 (+ 4)
Seasonally adjusted	*54*	*55*	*51*
Soviet Union	27·6 (+24)	36·3 (+21)	19·1 (+ 2)
Other	25·7 (+ 4)	24·3 (+ 8)	26·8 (+ 6)
Latin America	71·8 (— 8)	67·7 (+ 7)	70·1 (— 2)
Seasonally adjusted	*70*	*77*	*69*
Venezuela	18·1 (+ 0)	19·6 (— 1)	17·7 (—28)
Argentine Republic	18·7 (— 7)	15·4 (—15)	19·7 (— 1)
Other	35·1 (—13)	32·8 (+29)	32·7 (+19)
Other non-sterling	103·0 (+ 3)	109·6 (+ 9)	124·9 (+ 7)
Seasonally adjusted	*101*	*116*	*112*
Middle East	45·6 (+ 5)	47·4 (+ 2)	57·8 (+13)
Japan	18·9 (+ 0)	21·4 (+20)	19·7 (+11)
Other	38·4 (+ 3)	40·7 (+11)	47·4 (— 0)
Total Non-Sterling	973·1 (+ 4)	1,032·0(+ 4)	1,080·4(+15)
Seasonally adjusted	*982*	*1,001*	*1,079*
Total All Countries	1,428·1(+ 1)	1,479·3(+ 3)	1,544·8(+11)
Seasonally adjusted	*1,431*	*1,470*	*1,520*

Imports and United Kingdom exports

Quarters or quarterly averages

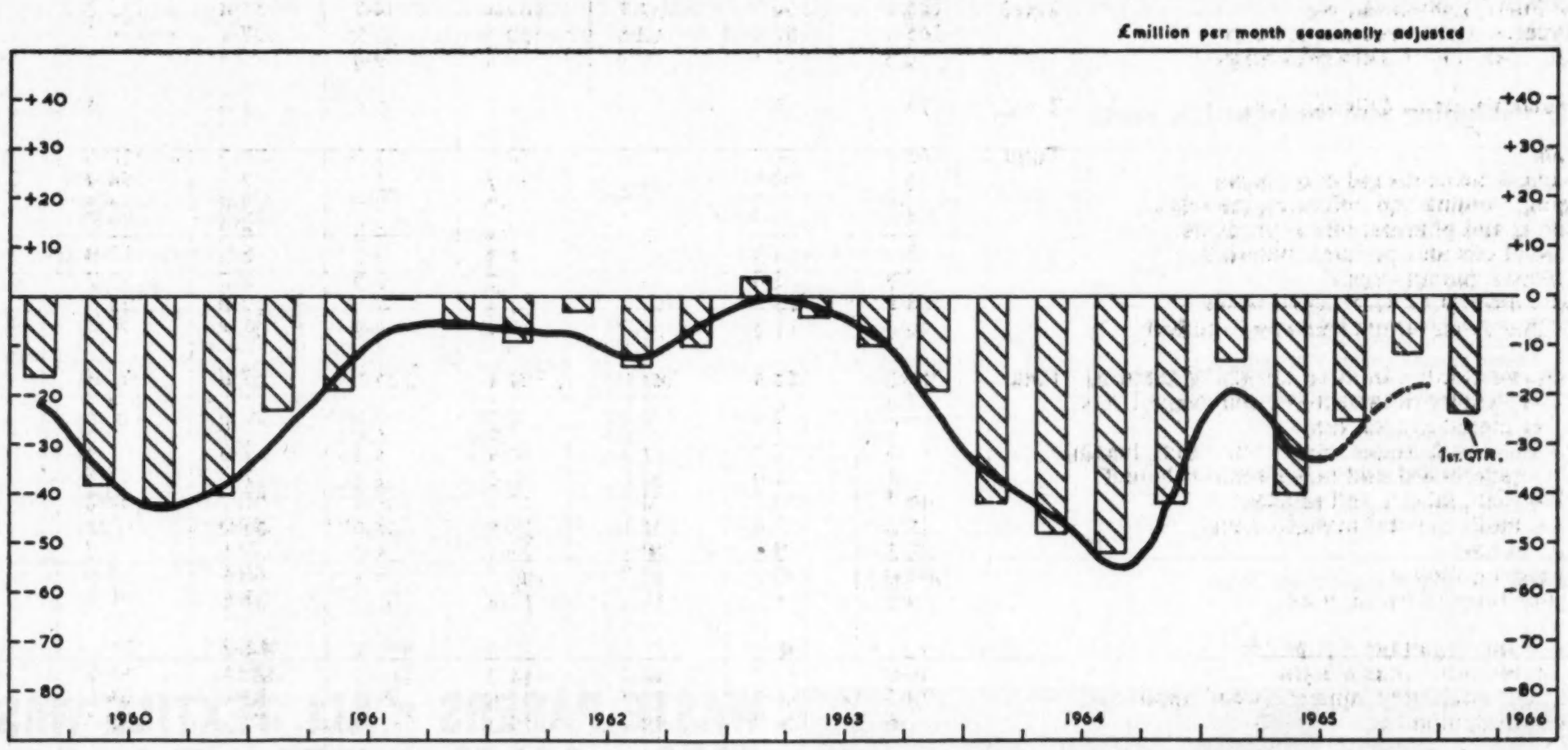
£ million

Section and Division	Imports				United Kingdom Exports			
	Year 1964	Jan.-Sept. 1965	4th qtr. 1965	1st qtr. 1966	Year 1964	Jan.-Sept. 1965	4th qtr. 1965	1st qtr. 1966
0. Food and Live Animals . . . . . Total	405·6	389·6	404·7	410·7	39·8	37·6	42·0	46·9
00 Live animals	14·6	11·5	13·1	11·9	8·1	9·6	8·3	7·6
01 Meat and meat preparations	92·1	93·4	87·5	95·8	2·7	2·5	2·6	4·5
02 Dairy products and eggs	53·7	49·2	60·7	53·8	2·2	2·6	2·8	3·1
03 Fish and fish preparations	16·7	16·2	19·1	16·1	2·0	2·5	2·7	2·6
04 Cereals and cereal preparations	54·8	57·6	59·2	57·1	4·7	5·0	7·0	11·4
05 Fruit and vegetables	70·6	73·9	67·6	81·0	2·6	2·3	4·5	5·0
06 Sugar, sugar preparations and honey . . .	36·0	25·1	27·4	23·9	10·9	6·0	5·7	5·2
07 Coffee, cocoa and preparations, tea and spices . .	42·1	37·5	43·3	45·5	3·0	3·0	4·0	3·2
08 Feeding stuff for animals	16·9	18·3	20·8	19·8	1·0	1·4	1·6	1·7
09 Miscellaneous food preparations	8·0	6·8	6·0	5·8	2·6	2·7	2·8	2·6
1. Beverages and Tobacco . . . . . Total	37·2	30·2	46·7	28·9	30·9	32·6	45·5	32·6
11 Beverages	14·4	12·3	15·6	10·0	26·7	27·5	40·5	27·3
12 Tobacco	22·8	17·8	31·1	18·9	4·2	5·0	4·9	5·3
2. Crude Materials, Inedible . . . . . Total	266·2	263·0	257·4	254·6	38·1	35·7	37·3	38·6
21 Hides, skins and fur skins, undressed . . .	14·3	13·8	14·5	22·4	1·3	1·4	1·2	1·7
22 Oil seeds, oil nuts and oil kernels	11·9	11·9	13·4	12·0	0·0	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	12·6	11·9	11·7	12·3	2·4	2·6	2·8	2·9
24 Wood, lumber and cork	54·5	56·6	50·6	29·0	0·1	0·2	0·1	0·3
25 Pulp and waste paper	34·3	35·3	33·6	33·9	0·5	0·4	0·5	0·4
26 Textile fibres, not manufactured and their waste .	69·2	59·3	55·0	70·2	24·5	21·1	22·4	23·0
27 Crude fertilizers and minerals	11·3	12·0	13·8	12·7	4·7	5·0	5·3	5·5
28 Metalliferous ores and metal scrap	46·3	50·1	51·8	48·1	3·6	3·6	3·8	3·3
29 Crude animal and vegetable materials . . .	11·8	12·0	13·0	14·0	1·0	1·2	1·1	1·3
3. Mineral Fuels, Lubricants, etc. . . . . Total	145·9	154·7	152·7	164·4	34·7	33·4	33·3	37·9
33 Petroleum and petroleum products	145·4	152·1	149·8	159·8	25·2	27·1	26·3	31·5
Coal, coke, gas and electric energy	0·5	2·6	2·9	4·6	9·4	6·2	7·0	6·4
4. Animal and Vegetable Oils and Fats . . . Total	13·4	16·5	15·0	16·8	1·4	1·6	1·8	1·5
5. Chemicals . . . . . Total	63·0	70·3	72·0	78·7	103·0	109·5	110·6	114·9
51 Chemical elements and compounds	24·9	29·5	31·1	30·7	25·9	27·2	24·9	26·9
53 Dyeing, tanning and colouring materials . . .	3·8	4·1	3·7	4·2	13·5	13·4	14·2	13·4
54 Medical and pharmaceutical products . . .	1·8	2·6	3·3	3·4	14·8	16·7	16·9	18·1
55 Essential oils and perfume materials . . .	3·7	3·9	3·5	4·4	9·2	8·9	10·9	9·0
56 Fertilizers, manufactured	4·7	5·0	4·3	6·2	1·5	2·2	1·7	2·3
58 Plastic materials and artificial resins . . .	13·6	13·5	14·4	17·4	18·7	19·8	21·6	22·4
All other chemical materials and products . .	10·6	11·8	11·9	12·4	19·5	21·4	20·4	22·6
6. Manufactured Goods Classified Chiefly by Material . Total	268·0	268·4	283·0	304·1	284·3	297·8	317·3	313·2
61 Leather, leather manufactures and dressed furs . .	7·4	6·4	7·0	7·5	7·4	7·5	8·1	8·3
62 Rubber manufactures, n.e.s.	2·9	3·1	3·5	3·6	12·1	11·6	12·1	12·0
63 Wood and cork manufactures (excluding furniture) .	16·4	17·3	17·5	16·9	1·4	1·5	1·4	1·2
64 Paper, paperboard and manufactures thereof . .	33·1	31·0	30·0	33·6	12·1	12·3	13·5	13·4
65 Textile yarn, fabrics and articles	44·2	37·6	38·7	47·9	68·8	68·7	68·2	66·1
66 Non-metallic mineral manufactures	45·6	53·4	55·1	50·9	58·4	59·0	67·9	76·9
67 Iron and steel	26·5	19·2	20·3	23·5	54·4	57·6	61·2	52·2
68 Non-ferrous metals	82·0	89·3	99·7	108·1	33·7	40·8	45·6	44·4
69 Manufactures of metal, n.e.s.	9·9	11·1	11·2	12·1	36·0	38·8	39·4	38·7
7. Machinery and Transport Equipment . . . Total	136·1	148·0	162·1	181·3	457·4	486·8	525·1	554·1
71 Machinery other than electric	84·0	92·1	94·3	114·3	215·5	228·8	244·1	262·3
72 Electrical machinery, apparatus and appliances .	29·5	31·1	32·7	37·6	78·6	82·1	84·6	86·9
73 Transport equipment	22·6	24·8	35·1	29·3	163·3	175·9	196·4	204·9
8. Miscellaneous Manufactured Articles . . . Total	73·0	68·8	69·5	78·1	79·0	86·6	97·9	91·2
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·5	1·3	1·4	1·3	2·8	3·2	3·3	3·2
82 Furniture	2·1	2·1	2·1	2·2	3·1	3·4	4·2	4·0
83 Travel goods, handbags and similar articles . .	1·0	1·0	1·0	1·1	0·7	0·7	0·8	0·6
84 Clothing	18·3	14·4	14·0	17·0	10·9	11·7	14·4	12·0
85 Footwear	5·9	4·7	3·8	7·2	3·6	3·6	4·5	3·6
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	16·6	18·2	17·3	18·9	22·2	24·7	26·4	28·6
89 Miscellaneous manufactured articles, n.e.s. . .	27·7	27·0	29·9	30·5	35·7	39·3	44·4	39·1
5-8 Manufactured Goods . . . . . Total	540·2	555·6	586·6	642·2	923·7	980·8	1,050·9	1,073·4
9. Commodities and Transactions not Classified according to Kind . . . . . Total	15·5	18·5	16·1	27·2	34·3	34·7	44·2	36·1
TOTAL ALL SECTIONS	1,424·0	1,428·1	1,479·3	1,544·8	1,102·9	1,156·3	1,255·0	1,266·7

EXPORT PROMOTION IN NORTH AMERICA AND ITALY

Left: During his recent visit to the United States, HRH Prince Philip presented a silver plaque, on behalf of the Board of Trade, to Mr. Virgil Martin, President of Carson, Pirie, Scott and Co., of Chicago, in recognition of the stores' 'sustained promotion of British goods in the Middle West. Carson, Pirie, one of the largest departmental stores in Chicago, have staged regular promotions of British merchandise during the past five years, with the assistance of the Board of Trade, which have resulted in widespread local publicity and substantially increased sales of consumer goods. Right: Sir John Ward, British Ambassador at Rome, visiting the British information office at the Milan International Samples Fair which closed on April 25. Sir John (centre) is accompanied by Mr. W. N. R. Maxwell, (left) HM Consul (Commercial) at Milan and Mr. Cliff Pennison, Agricultural Attache at Rome.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports for March were published on May 3,* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for May† due to be published on or about May 27.

(b) Trade balance. The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both (f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, March 1966, H.M. Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by H.M. Stationery Office, Price 4s., by post 4s. 5d. Annual subscription £2 14s. 0d.

Shipping movement at United Kingdom ports

Foreign and coastal trade movements in December, and for the year 1965.

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during December 1965 amounted to 13,508 (2.5 per cent more than December, 1964). Commonwealth vessels accounted for 6,373 thousand net tons.

The total net tonnage of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in the year 1965 was nearly 3 per cent higher than in 1964. The net tonnage of entrances with cargo was about 4 per cent more whilst the net tonnage of clearances with cargo showed a small decrease compared with 1964. The Commonwealth annual share of entrances and clearances with cargo showed a small decrease compared with the corresponding 1964 figures. The actual percentages for the years 1938 and 1955-1965 are set out below:

	1938	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965
Entrances	57	55	54	53	52	51	49	50	49	49	48	46
Clearances	59	62	63	62	63	61	60	61	58	55	54	54

The net tonnage of foreign vessels entering and clearing with cargo during 1965 showed an increase of 4,908 thousand net tons, a 6 per cent increase on the 1964 total. The biggest increases were recorded by Panamanian and Liberian flags (33 per cent each) and the biggest decrease was by the United States flag (32 per cent).

Entrances and clearances with cargo from and to most trading areas showed some increases over the 1964 figures, particularly the Central and Eastern Mediterranean area (19 per cent) and the West and South Africa area (11 per cent). The South and Central America (Pacific Coast) and the North America (Pacific Coast) areas, however, recorded decreases of 20 per cent and 17 per cent, respectively.

Most of the principal ports of the United Kingdom recorded increases in foreign trade arrivals and departures and the total net tonnage of coasting trade arrivals and departures with cargo also increased (by about 4 per cent) over the 1964 figures.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of December 1964	4,656	8,595	3,645	164	4,786	3,919	4,583	2,222	153	2,208
Month of December 1965	4,763	8,877	3,715	176	4,986	4,173	4,631	2,329	153	2,149
Twelve months ending December 1964	62,960	103,858	47,283	2,392	54,183	52,847	57,827	29,581	1,944	26,303
Twelve months ending December 1965	64,462	108,233	46,928	2,453	58,852	52,667	57,767	29,321	1,901	26,545
In ballast: Month of December 1964	1,162	1,797	820	45	933	1,930	5,917	2,368	105	3,444
Month of December 1965	1,227	1,879	823	52	1,005	2,038	6,507	2,537	54	3,916
Twelve months ending December 1964	18,180	24,739	11,404	607	12,727	28,584	70,982	29,284	1,143	40,555
Twelve months ending December 1965	18,684	25,757	12,667	619	12,469	30,533	76,440	30,125	1,283	45,031

(1) Includes Irish Republic and South Africa.

Robert Hough

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	December		Twelve months ended December		December		Twelve months ended December	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,504	1,508	20,594	20,652	1,344	1,381	18,440	17,771
Other Commonwealth	106	121	1,560	1,616	138	147	1,962	1,996
Foreign	3,046	3,134	40,806	42,194	2,437	2,645	32,445	32,900
Total	4,656	4,763	62,960	64,462	3,919	4,173	52,847	52,667
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	3,645	3,715	47,283	46,928	2,222	2,329	29,581	29,321
Registered in Canada	—	—	7	4	—	1	7	1
Registered in other countries	164	176	2,385	2,449	153	152	1,936	1,900
Soviet	85	89	849	966	20	30	310	334
Finnish	56	69	679	750	30	32	367	319
Swedish	431	403	3,707	4,074	101	117	1,228	1,370
Norwegian	1,029	1,031	11,609	12,783	417	430	4,581	4,911
Danish	231	242	2,841	3,032	136	171	1,727	1,928
Polish	28	24	259	250	17	27	198	205
German	333	357	3,715	4,303	183	196	2,376	2,601
Dutch	588	577	7,810	7,541	430	411	5,368	5,229
Belgian	156	182	2,046	2,302	142	147	1,740	1,807
French	350	299	4,314	4,714	256	183	2,907	2,955
Spanish	75	69	623	633	72	64	592	563
Italian	140	189	1,456	1,631	22	5	74	66
Yugoslav	8	25	155	148	8	4	88	80
Greek	159	201	2,032	2,321	48	62	496	682
United States of America	203	152	3,164	2,253	154	110	2,597	1,655
Panamanian	142	105	1,276	1,663	36	33	223	335
Liberian	635	801	5,921	7,871	45	33	351	456
Other	136	171	1,729	1,616	91	93	1,080	1,049
Total foreign	4,786	4,986	54,183	58,852	2,208	2,149	26,303	26,545
TOTAL	8,595	8,877	103,858	108,233	4,583	4,631	57,827	57,767
Trading areas:								
Irish Republic	361	340	4,908	5,240	342	371	4,781	5,192
Northern Europe (Foreign)	1,969	2,009	24,843	25,707	1,705	1,941	20,693	20,733
Europe (Atlantic) and Western Mediterranean Countries	862	811	10,856	12,216	616	529	8,205	8,660
Central and Eastern Mediterranean Countries	1,205	1,313	10,504	12,850	144	136	1,638	1,577
West and South Africa	636	698	6,258	7,344	294	274	2,674	2,542
East Africa, Persian Gulf, India	1,040	1,097	14,832	13,533	275	249	2,913	2,829
Eastern Asia and Islands in the Pacific	173	198	2,405	2,328	196	189	2,051	2,205
Australasia	290	304	3,355	3,442	172	194	2,173	2,117
North America (Atlantic Coast)	932	1,009	13,116	12,768	523	438	8,610	8,215
West Indies and Central America (Atlantic Coast)	783	773	8,459	8,917	122	165	1,788	1,853
South America (Atlantic Coast)	151	139	1,898	1,901	117	84	1,366	1,070
South and Central America (Pacific Coast)	42	32	523	420	19	19	266	215
North America (Pacific Coast)	145	150	1,778	1,492	58	42	660	539
Other areas	5	4	123	76	—	1	8	21
Total Commonwealth Countries (1)	2,591	2,737	34,060	33,768	1,216	1,286	15,896	16,487
Total Foreign Countries	6,004	6,141	69,798	74,465	3,367	3,345	41,931	41,281
TOTAL	8,595	8,877	103,858	108,233	4,583	4,631	57,827	57,767

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports for the period January – December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	11	14	40	81	51	95	75	32	101	100	45	123
Bristol	4,294	3,943	1,801	4,437	4,094	1,906	580	591	617	4,060	3,632	1,533
Cardiff	1,611	1,590	672	1,886	1,870	943	634	515	627	2,284	2,069	1,086
Dover	4,057	4,018	3,291	8,234	9,052	7,613	3,875	3,879	3,007	8,139	9,040	7,524
Falmouth (inc. Truro)	54	66	54	1,091	960	317	10	15	15	1,893	1,388	309
Folkestone	675	788	697	1,084	1,206	975	608	601	566	1,140	1,245	1,004
Grimsby (inc. Immingham)	2,566	2,663	2,660	3,153	2,948	2,900	968	610	885	3,206	2,708	2,913
Harwich	4,187	4,637	3,681	4,366	4,924	3,934	4,316	4,813	3,744	4,441	4,961	3,973
Holyhead	1,410	1,645	1,207	1,510	1,740	1,282	1,404	1,643	1,201	1,501	1,723	1,260
Hull	4,449	4,652	3,811	4,948	4,953	4,182	1,850	1,632	2,405	4,777	4,838	3,971
Lancaster	484	223	56	502	249	102	23	19	55	349	214	86
Liverpool	14,973	15,273	5,665	17,772	17,969	7,004	7,520	7,262	4,623	17,833	18,188	6,896
London	28,665	29,062	15,319	36,570	36,532	18,475	15,184	14,679	11,502	35,492	35,193	18,766
Manchester (inc. Runcorn)	5,607	5,873	2,727	5,972	6,216	3,100	1,978	1,816	2,015	5,524	5,284	3,081
Middlesbrough	3,161	3,208	1,338	4,242	4,292	1,844	1,883	2,069	1,415	4,394	4,716	2,093
Milford Haven	4,428	6,231	385	5,151	7,362	830	586	982	296	4,987	6,898	690
Newhaven	601	972	1,195	643	1,064	1,324	620	899	1,152	642	1,022	1,284
Newport (Mon.)	1,316	1,227	579	1,997	1,874	939	1,110	1,062	783	2,040	2,107	1,035
Plymouth	256	276	486	560	632	790	133	169	418	683	626	793
Southampton	16,067	16,651	2,765	20,312	20,287	3,617	8,179	8,073	2,244	20,151	20,025	3,572
Swansea	1,194	836	477	2,756	2,216	1,503	2,396	2,171	1,998	3,213	2,645	2,140
Tyne ports	2,398	2,461	1,492	3,597	3,741	2,029	2,349	1,530	1,231	4,849	4,364	1,989
Glasgow	5,263	5,564	1,722	6,052	6,403	1,994	2,846	2,819	1,126	6,274	6,451	1,932
Grangemouth	1,056	963	1,107	1,580	1,554	1,376	1,233	1,285	1,109	1,734	1,649	1,404
Greenock	759	739	151	2,189	2,255	374	440	418	73	2,161	2,503	374
Leith	825	873	1,139	870	956	1,198	347	337	716	774	857	1,064
Belfast	2,036	2,176	1,254	2,163	2,314	1,415	414	569	549	1,866	2,032	1,065
Other ports	8,706	9,053	16,166	10,653	11,077	21,259	4,749	5,046	12,306	10,304	10,885	20,943
TOTAL	121,106	125,679	71,937	154,369	158,791	93,320	66,309	65,536	56,779	154,811	157,310	92,903

(*Tables continued on page* 1007)

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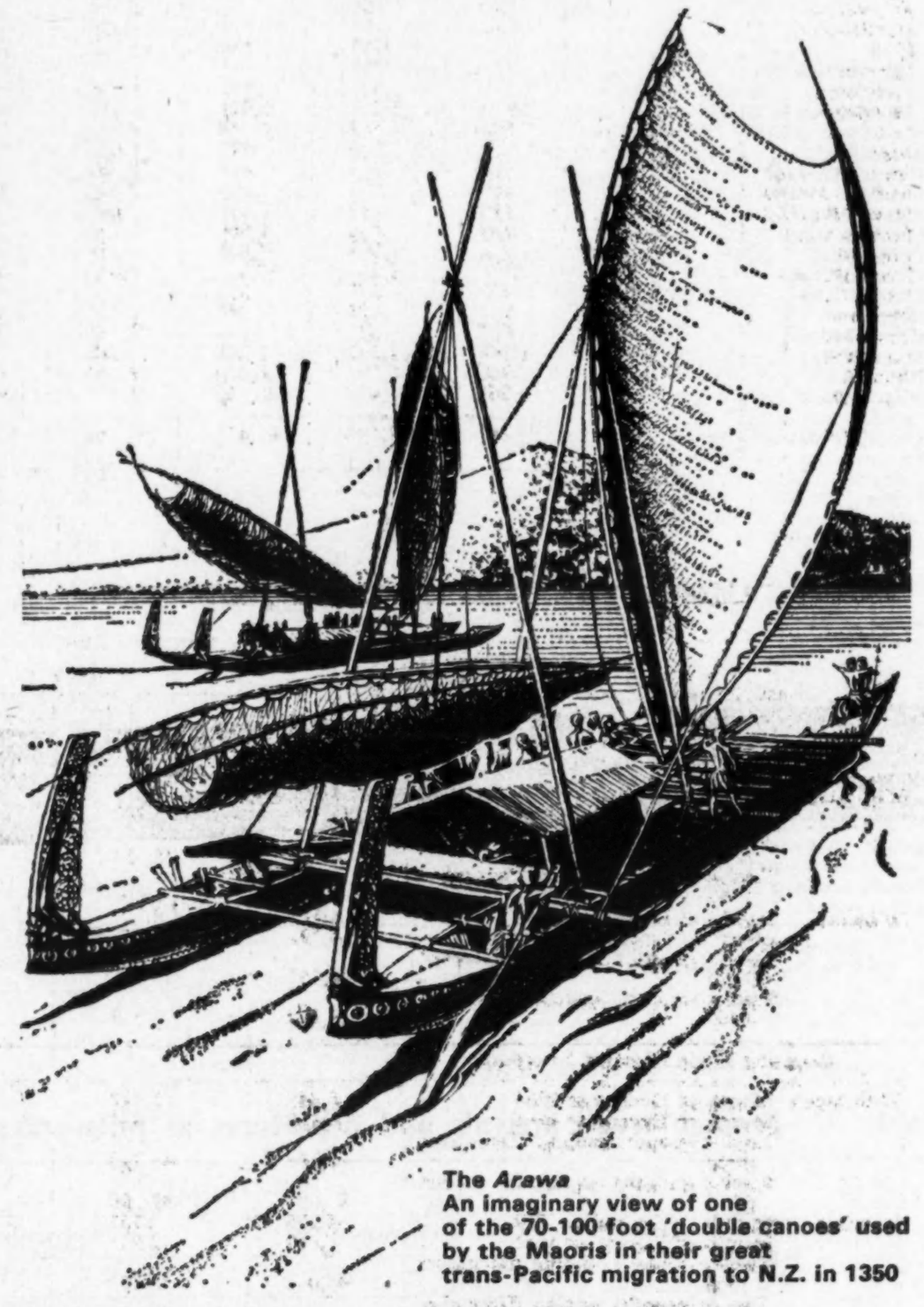

The *Arawa*
An imaginary view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350

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Table 4. Coasting trade arrivals and departures at principal ports for the period January – December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	26	20	59	2,228	2,017	2,655	2,195	1,994	2,534	2,236	2,020	2,610
Bristol	1,192	1,558	1,365	1,843	2,133	4,593	604	1,126	2,869	2,105	2,548	4,950
Cardiff	365	601	830	1,358	1,549	3,258	303	315	1,467	960	1,203	3,115
Cowes	2,290	1,981	9,915	4,828	4,625	20,453	2,162	1,845	8,882	4,839	4,619	20,402
Falmouth	162	166	206	1,094	771	689	106	108	414	301	257	651
Hartlepool	34	80	113	686	604	604	612	497	428	672	608	603
Hull	991	957	439	1,753	1,746	1,631	693	829	1,155	1,875	1,762	1,742
Immingham	371	693	136	1,176	1,471	941	650	944	750	1,342	1,553	981
Lancaster	1,397	1,629	972	1,606	1,955	1,503	1,632	1,394	1,211	1,743	1,665	1,380
Liverpool	2,916	3,276	3,021	4,198	4,710	4,707	2,817	3,085	3,761	4,500	4,833	4,862
London	7,608	7,449	6,716	9,918	9,563	9,631	2,393	2,378	3,046	10,557	10,139	9,635
Manchester	1,157	942	779	1,625	1,457	1,774	820	884	1,004	1,708	1,635	1,723
Middlesbrough	336	421	403	1,266	1,396	1,493	445	341	668	1,042	1,027	1,234
Milford Haven	367	273	104	2,390	3,350	1,248	2,548	3,605	1,299	2,671	3,817	1,374
Newport (Mon.)	370	383	1,438	645	607	1,615	140	32	59	547	455	1,511
Portsmouth	429	430	1,969	3,144	3,155	12,590	83	81	949	3,146	3,144	12,532
Preston	1,026	1,099	1,848	1,135	1,212	2,111	950	1,044	1,680	1,188	1,277	2,200
Southampton	2,872	3,281	10,581	5,916	5,862	13,158	4,995	5,011	10,826	5,925	5,927	13,376
Sunderland	269	270	331	1,971	1,749	1,945	1,575	1,342	1,449	1,880	1,664	1,847
Swansea	169	126	482	1,797	1,632	3,785	1,142	973	2,550	1,325	1,184	3,097
Tyne ports	627	682	210	3,570	3,738	2,629	1,714	1,873	1,909	2,924	3,270	2,615
Glasgow	1,248	1,292	1,208	2,061	2,119	1,815	794	932	1,038	1,665	1,969	1,832
Belfast	5,960	6,095	8,024	6,465	6,532	8,668	4,843	5,073	5,819	6,514	6,637	8,858
Other ports	13,061	13,487	30,252	18,671	19,005	47,030	9,532	9,849	19,212	18,495	18,742	46,575
TOTAL	45,243	47,190	81,401	81,343	82,957	150,526	43,746	45,556	74,979	80,159	81,955	149,705

Table 5. Coasting trade movement at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of December 1964	5,580	3,282	2,712	570	5,323	3,259	2,649	610
Month of December 1965	5,313	3,280	2,479	800	5,136	3,284	2,441	843
Twelve months ending December 1964	73,741	38,537	32,950	5,587	71,353	38,559	32,443	6,117
Twelve months ending December 1965	71,424	40,306	33,018	7,287	68,143	40,140	32,375	7,765
In ballast: Month of December 1964	4,523	2,729	2,284	445	4,563	2,520	2,069	451
Month of December 1965	4,791	2,877	2,206	672	4,800	2,692	2,110	582
Twelve months ending December 1964	74,157	35,541	29,658	5,882	73,887	34,275	29,116	5,159
Twelve months ending December 1965	68,274	35,259	28,668	6,591	70,468	34,294	28,606	5,687
Coasting Trade – United Kingdom								
With cargo: Month of December 1964	6,348	3,812	3,195	617	5,839	3,672	3,033	639
Month of December 1965	6,128	3,851	3,001	850	5,649	3,706	2,822	884
Twelve months ending December 1964	83,285	45,243	39,168	6,075	77,874	43,746	37,267	6,480
Twelve months ending December 1965	81,401	47,190	39,342	7,848	74,979	45,556	37,358	8,198
In ballast: Month of December 1964	4,596	2,767	2,313	453	4,930	2,706	2,220	486
Month of December 1965	4,859	2,935	2,243	692	5,159	2,892	2,270	622
Twelve months ending December 1964	75,055	36,100	30,139	5,961	78,144	36,412	30,991	5,421
Twelve months ending December 1965	69,125	35,766	29,060	6,706	74,726	36,399	30,311	6,088

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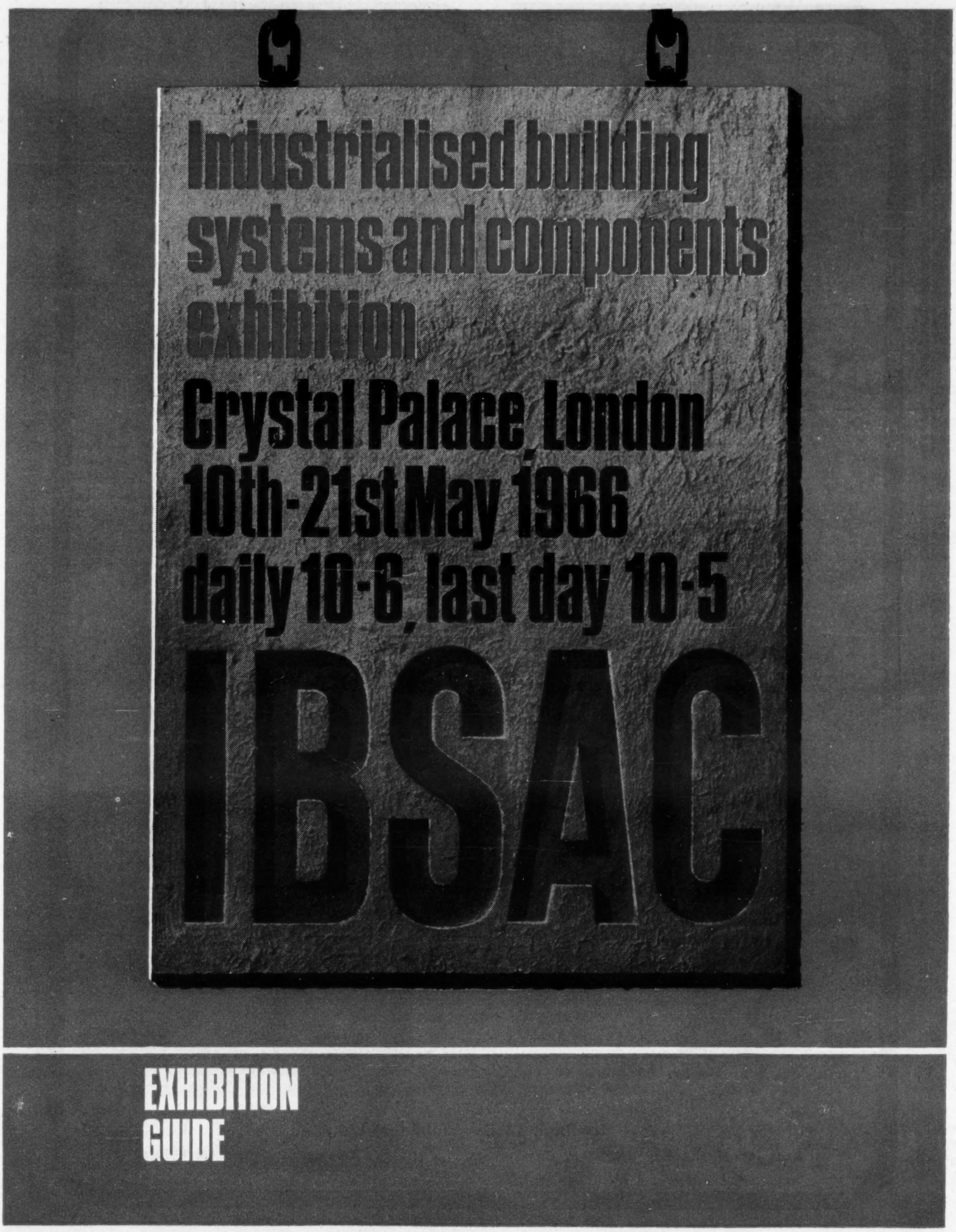
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IBSAC 66 **Industrialised building systems and components — *Crystal Palace, London, May 10 - 21* exhibition**

Industrialization—Building's theme for the Seventies

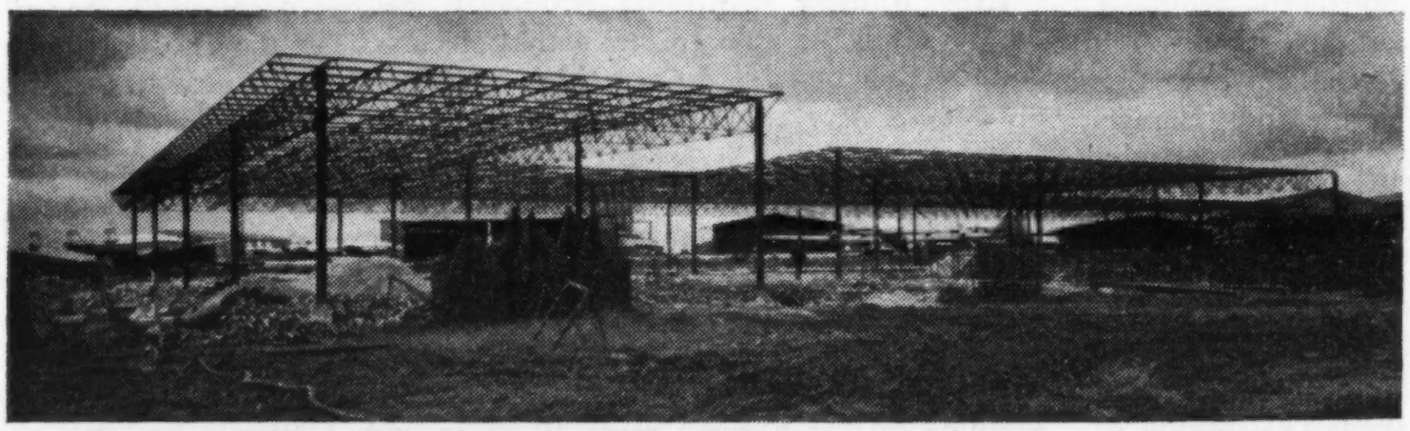
by L. G. Pearson, F.I.O.B., President, National Federation of Building Trades Employers

THE BRITISH building industry has large tasks ahead of it. This is made abundantly clear by the terms of both the National Economic Plan and, in more specific form, by the National Housing Plan. The total annual output of new building work rose in the past 10 years from £1,400 million to nearly £2,400 million. But over the next five years the industry's output is expected to reach above £3,200 million, a rate of expansion likely to continue at least until the end of the century. Put another way, this means that, instead of an increase in output of roughly £1,000 million spread over 10 years, there must be achieved an output increase of £800 million in five years – or half the time.

In no sector of the building industry's operations is this projected expansion more important than house-building. The National Plan envisages 500,000 new houses a year being produced in three or four years' time. But the other calls on the building industry's resources are heavy; they include large numbers of new schools, hospitals and factories. Meantime, of course, the nation's existing stock of buildings will have to be kept in good repair.

Can Britain's builders do everything that is expected of them? I think that the answer is definitely yes, but there are some big problems to solve all the same. One of the biggest problems – probably the biggest – will be manpower. It has been said that by 1970 'we shall see the most almighty tug-of-war for labour that we have ever witnessed'. This applies to the country as a whole – to all industries. By its nature building is labour-intensive and we are already feeling the effects of a shortage of skilled labour.

Building firms have simply got to make the best possible use of the manpower they have, for it is extremely unlikely that they



Space Deck structural system developed by Dernings of Chard Ltd.

Sectra Flats, Rathcoole, near Belfast, Northern Ireland. This photograph shows three of four blocks being built by John Laing Construction Limited for the Northern Ireland Housing Trust. The flats were designed by J. Cairncross, Dip.Arch., ARIBA, Chief Technical Officer to the Northern Ireland Housing Trust in association with Sidney Greenwood, ARIBA.

This photograph of the SFI Information Centre (Indulex Engineering Co. Ltd.), taken at the 1964 IBSAC shows a 3-storey prefabricated external wall unit for a block of flats.

All-Siporex Houses (developed by Richard Costain (Construction) Ltd., System Building Unit) Basildon.

Pupils under instruction in a Terrapin dance studio erected for the Mayfair School of Dancing, Farnborough.

Taylor-Woodrow Anglian Ltd. will build 550 new homes by industrialized building methods for the new London borough of Newham.

will be able to expand their labour force other than marginally.

There are a number of ways in which the building industry is already working towards this end. A report on operative skills, commissioned by the National Federation of Building Trades Employers and the building trades unions from the Building Research Station, is nearing completion and should give the industry great assistance in determining the best types and methods of training for its labour force over the years ahead in the light of ever-changing building techniques.

My Federation is also giving much thought to the current wages structure of the industry and to the ways in which it may be adjusted to ensure that building manpower is efficiently deployed. Our thinking is moving away from the traditional conception which currently shapes wages policy in building – that an operative is either a craftsman or a labourer. As building methods change, and they are changing very rapidly indeed, we have to consider the idea of a whole range of operative skills. In the future, as I see it, the building industry just cannot afford to employ any *totally* unskilled men. Every single operative must be trained, at least to some degree, to do the sort of jobs which a highly mechanized, fully industrialized industry has to do.

Great strides are also being made in the mechanization of building operations. Whereas, in 1949, the industry spent £13 million or so a year on mechanical plant and equipment, its annual expenditure is now running at some £60 to £70 million. In this field the industry is being assisted by the Ministry of Public Buildings and Works. Following a research project which the Building Research Station and the National Federation of Plastering Contractors have been developing to determine the potentialities of plastering walls and ceilings by machines rather than by hand, the Ministry has agreed that a large Government building scheme be used as a 'guinea pig' contract. Meantime, arrangements are being made to revise and improve the training arrangements for young men apprenticed to the plastering trade.

Another factor which is bound to have an impact on the building industry's manpower problem concerns the standards of space, quality and amenity to which it is required to build. Five years ago the Parker Morris Committee issued a report – 'Homes for Today and Tomorrow'. It advocated larger and better-equipped homes, and one of its conclusions was that good homes are worth paying for. No builder would wish to quarrel with this; the industry has no desire to link itself with a programme of cheap housing which will in a short time only be a source of frustration, discomfort and high bills for maintenance and repairs. At the same time larger and better-equipped homes do make heavier calls on the building industry and its labour force.

Even if these manpower problems are overcome, will the industry safely be able to claim that its tasks for the future can be comfortably met? I do not think so. Nor do my colleagues in the industry.

We believe that it is the steady industrialization of the whole building process that is likely to make the biggest contribution towards overcoming our manpower problems and to the speeding-up of vital construction work. The wider use of industrialized methods and building systems holds the clear promise of more building work being done without using more men.

Many of Britain's building firms saw this labour supply problem looming on the horizon some 10 years ago. At that point of time, while building systems of one kind or another had already been a feature of construction activity in other countries for a decade or more, they were the exception rather than the rule at home. British builders are nothing if not enterprising – they are currently responsible for carrying out contracts in other countries to the value of nearly £150 million a year – and so the growing calls being made on their industry's resources clearly pointed to the need for them to take a closer look at the rationalized techniques being used abroad.

Not a few of the firms which embarked on these studies have adapted foreign systems of construction to meet the perhaps more stringent building regulations in force in this country. Others,

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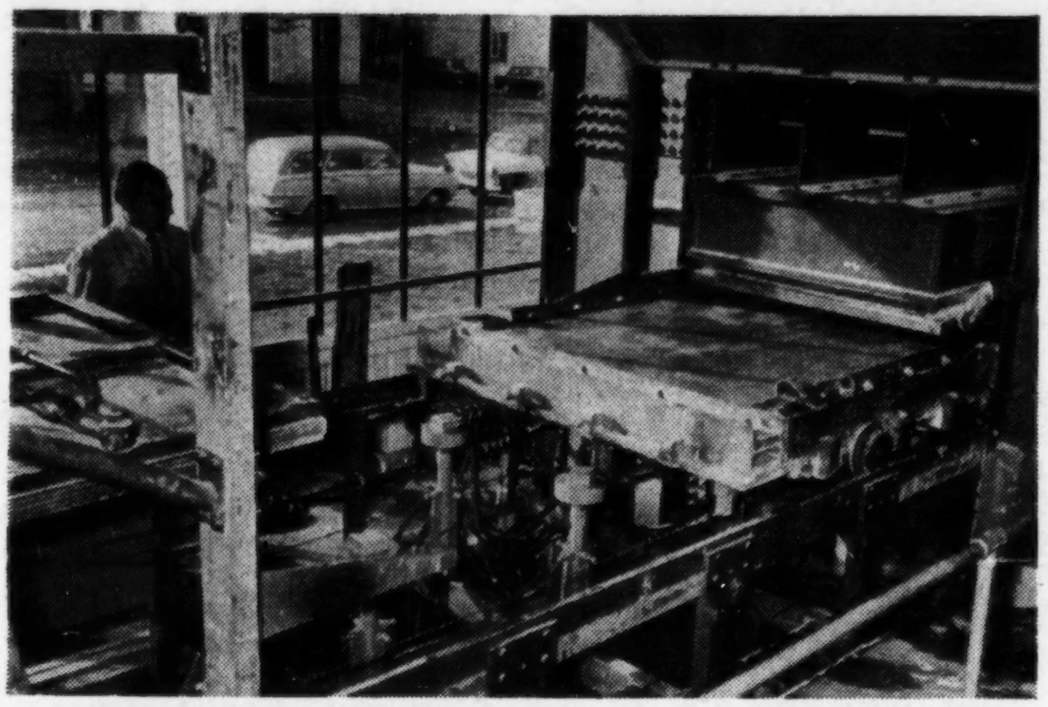

This 1,000-ton experimental press for the production of large concrete panels developed by the Building Research Station is being shown at this year's IBSAC Exhibition. The mould, containing a compacted concrete panel 8 ft. long, 4 ft. wide and 4 inches thick, is seen emerging from the press during an experimental run. The panel is ejected and stacked after this and the mould released for further use immediately.

following careful examination of all the manufacturing, handling and transporting of finished units problems involved, have decided to develop building systems of their own. Immense sums of money have been invested by all the firms concerned in this revolutionary approach to fulfilling the building needs of the nation. There have been important problems to solve: should the units which go to make up the structure be manufactured in a central factory and transported to the site when finished, or should they be made on the site itself? Should the system comprise only the frame of the building, leaving the type and style of cladding open to choice, or should it embrace both? Is it not wiser to have a completely open system? Is it better to devise a system for providing two- or three-storey dwellings rather than for multi-storey flats and other buildings? What special skills are required in (a) manufacture, (b) assembly? When factories are off site what is the best method and order of loading to facilitate rapid assembly on the site? And what is the maximum economic distance between the factory and the site?

So well have the firms concerned mastered these problems that I doubt very much whether any country can compare with Britain in the range and quality of the building systems it has available. The National Building Agency is currently engaged in assessing all the systems we have and in indicating the types of building projects for which each is likely to be most suitable and acceptable. Meantime, inquiries from foreign clients are coming in regularly, and I confidently anticipate that the initiative exercised by our construction firms in the system building field will be repaid in terms of expanding markets overseas as time goes by.

So, while it may be said that Britain was a little behind other countries in switching its thinking from traditional methods of construction, I believe it is also true to say that we have now more than caught up and that we have profited from more thorough studies of the problems involved and from the mistakes made by others who were in the field earlier.

As the industrialized approach to building gathers momentum every day, so the dividing line between it and traditional building methods becomes more and more blurred. I think this is inevitable. The demand for building services is heavy. Whether it be a system builder or one whose work lies in the traditional field, there will be no hesitation in adopting or adapting a new method or technique if it leads to greater efficiency. More and more conventional builders are finding ways of industrializing by one means or another the processes they have hitherto carried out by traditional methods. Industrialized building is by no means confined to the operations of the system builder.

A great deal of progress has already been made in getting industrialized methods accepted and used. The Government has been giving a strong lead here. It is particularly encouraging that the Government has called for 100,000 houses to be built by industrialized techniques by 1970. This should be well within the industry's capacity. In this context, too, it is interesting to note that recently 32 boroughs in the Greater London Council decided to bring their house-building programmes under the direction of a single central consortium to make an increased use of industrialized building systems. Their ultimate combined target is 27,000 dwelling units a year. It is understood that at least a third of these homes will be system-built. The overall aim is to accelerate the adoption of industrialized techniques but still to leave room for architects to express the individuality of each scheme.

It remains for a larger number of local authorities to grasp the full implications for their housing programmes (upon which the nation is at present throwing increasing emphasis) of these new developments in building. Where there has been opposition among local authorities, I believe it often springs from a lack of knowledge and understanding of what industrialized methods have to offer. It may also be due to their fears about the problems involved in introducing variety and æsthetic values into a factory-made, mass-produced product. This leads some to think in terms of themselves introducing uneconomic and even impossible variations into a selected system, destroying in the process the long run of continuous work upon which the economic viability of system construction depends. However, firms engaged in producing systems are rapidly improving the position. The problem of variety can be overcome largely by adopting suitable dimensions, and some systems can already be combined with almost as much flexibility as the common brick, using not only individual manufacturer's components, but those of others as well.

The National Building Agency is, of course, doing a great deal to bring about widespread awareness of the potentialities of system building. It recently issued its first batch of 29 appraisal certificates for the rapid building of houses by factory methods. These certificates, which will help housing authorities to choose contractors for their new estates, cover systems for two-storey houses and for flats of up to four-storeys. Later lists will deal with other low buildings and high blocks of flats, and eventually more than 70 certificates are expected to be issued. These will almost certainly set the seal of recognition on system building and greatly assist the much wider use of full factory techniques in building.

The industry itself is working hard to demonstrate the modern approach to building. Perhaps the best example of this is the Industrialised Building Systems and Components Exhibition. Sponsored by the National Federation of Building Trades Employers, IBSAC was first staged in 1964 at the Crystal Palace with the primary aim of directing the attention of building owners, and especially local authorities, to the silent but exciting revolution going on in the modern building industry. The 1964 Exhibition

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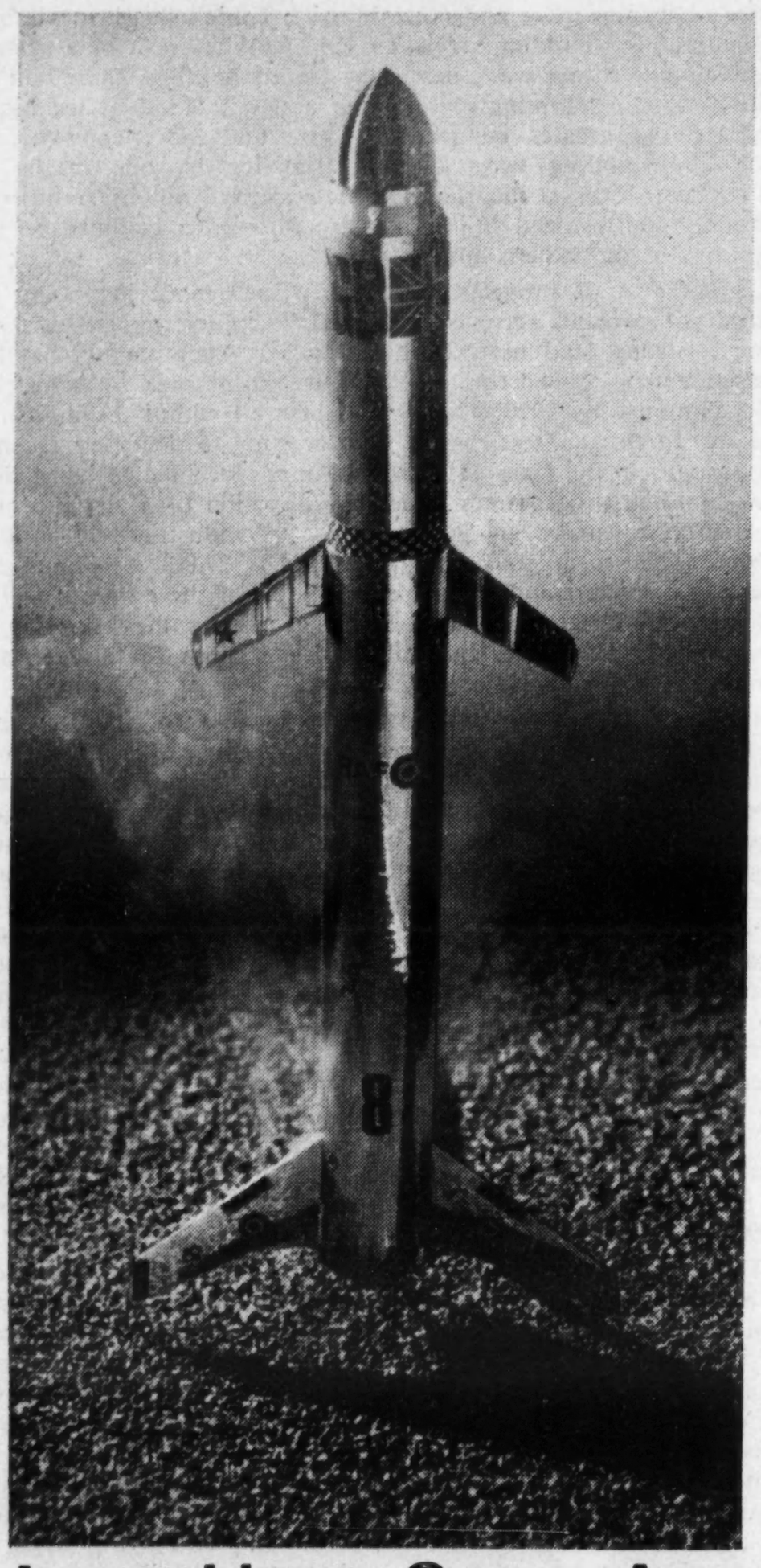

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was a great success, attracting some 34,000 visitors from the United Kingdom and overseas.

Plans are now complete for a second exhibition in 1966, taking up over a million square feet of the Crystal Palace site. IBSAC '66 will be held from May 10-21 and will be much more extensive than its predecessor, covering every aspect of building industrialization. Displays will range from pre-manufactured composite unit systems to prefabricated walls, floors, ceilings, windows, plumbing, electrical installations and a wide range of other components which contribute to the industrialization process in building.

Put in different terms, IBSAC '66 will illustrate the great changes that have been brought about in Britain's building industry in recent years, and will exemplify the initiative and enterprise displayed and brought to bear by building firms and the materials manufacturers to ensure that the nation's building plans are fulfilled.

Export openings for the industrialized buildings industry

THESE CURRENT EXPORT OPENINGS for manufacturers of industrialized building products are a few examples of many which are published regularly in the Board of Trade's *Export Service Bulletin.* The *Bulletin,* which is issued daily from Monday to Friday, provides detailed up to the minute information obtained from the British Commercial Diplomatic Officers overseas such as – Market Pointers, Export Opportunities and Tenders. In addition comprehensive Market Reports on individual commodities are published from time to time. A quarterly review, 'World Economic Comments,' is also published. This gives short appraisals of the general economic and commercial climate in over one hundred countries. Each report runs to about two hundred and fifty words. Subscription to the complete Bulletin service costs only £10 10s. per annum, a modest charge for such an essential tool for the serious British exporter. Further particulars, subscription forms and specimen copies may be obtained from Bulletin Section, Export Services Branch, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058. Telex 25977 Answer Back: Bothillgate LDN.).

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COLOMBIA
E.S.B. 4338/66
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E.S.B. 3581/66
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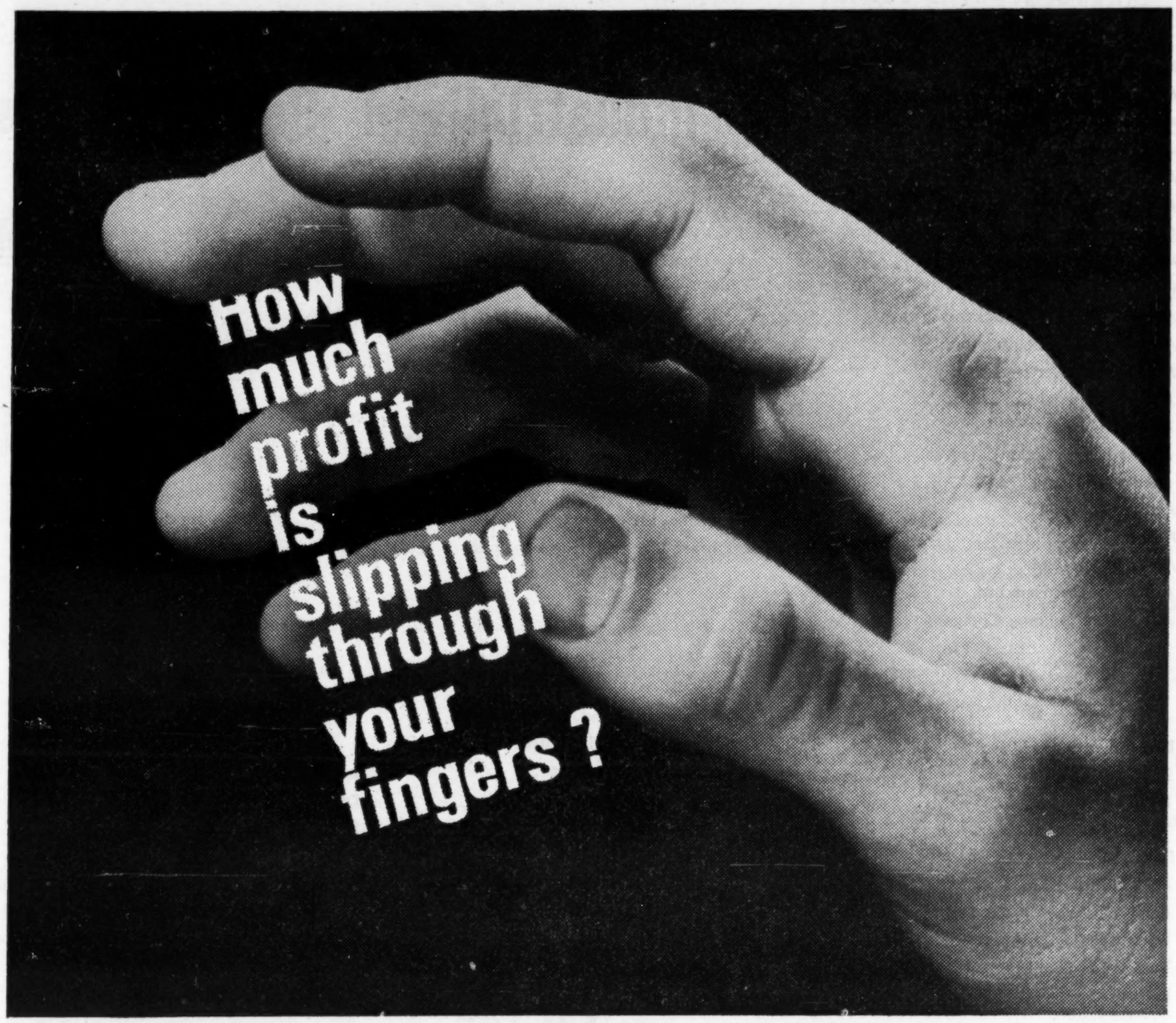
AUSTRALIA
E.S.B. 2990/65
Hospital Development – Prefabricated Buildings.
Export opportunity.

PORTUGAL
E.S.B. 43466/65
Prefabricated Building Components.
Manufacture under licence.



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Industrialised Building Systems

List of

A

D36 Actonite Limited.
A18 Airscrew-Weyroc Ltd.
A129 Alcan Industries Ltd.
A86 W. P. Allison & Co. Ltd.
D32 Ambactus Limited.
D82 Amtico Flooring Ltd.
A120 The Architect & Building News.
B20 Architectural Press Ltd.
A50 Hy. Arnold & Co. Ltd.
D28 Artex Products (Manufacturing) Ltd.
A11[illegible] Arrowhead Housing Limited.
A54 Ascot Gas Water Heaters.
D44 A.T.A. Industrial Co. Ltd.
A4 Atcost Limited.
A4 Atcost (Construction) Limited.
A4 Atcost (Durham) Ltd.
A4 Atcost (Kent) Ltd.
A4 Atcost (St. Ives) Ltd.
A4 Atcost (Steel) Ltd.
A50 Austins of East Ham Ltd.
B29 Automated Building Components (U.K.) Ltd.

B

B30 BTR Industries Ltd.
A27 Balclutha Limited.
D62 Barnet & Morton Ltd.
A124 T. Bath & Co. Ltd.
B26 F. W. Berk & Co. Ltd.
A50 H. & G. Bisley Ltd.
A15 Ralph Blatchford & Co. Ltd.
D80 Bovis Building Products Ltd.
D82 British Celanese Ltd.
A94 British Columbia Lumber Manufacturers Association.
A83 British Gypsum Ltd.
A82 British Industrial Plastics Limited.
A38 British Lift Slab Ltd.
B8 British Paints Ltd.
A120 British Plastics & International Construction.
B46 British Sisalkraft Ltd.
A22 Browns of Wem (Developments) Ltd.
D43 The Builder Ltd.
A2 Building and Contract Journals Ltd.

C

D22 Canadian Government Exhibition Commission.
A26 Cape Building Products Ltd.
A26 Cape Insulation & Asbestos Products Ltd.
D82 Celanese Building Components Limited.
D64 Celmac (GD) Ltd.
A76 Central Office of Information.
A118 Compriband (G.B.) Ltd.
A131 Concrete Formwork Ltd.
D89 Contiwood Ltd.
B48 Coolag Limited.
D82 Courtaulds Limited.
D82 Courtaulds Engineering Ltd.
D6 Crane Limited.
A40 Cubitts Construction Systems Ltd.
B14 Cuprinol Limited.
A17 Edward Curran Engineering Ltd.

D

D32 Dampcoursing Ltd.
D45 Denings of Chard Limited.
D2 Dennis & Robinson Ltd.
A6 Densel Limited.
A114 Dorran Construction Limited.
D92 Dreh Patents Limited.
D10 Dunlop Chemical Products Division.

E

A86 Eastwoods Froy Limited.
D18 Electrical Development Association.
D18 The Electricity Council Electrical Development Association.
A27 Elliotts & White.
A86 John Ellis & Sons Ltd.
D9 Elvaco Heating Ltd.
D30 Elvaco Heating Ltd.
A90 Essex Stonecrafts Limited.
A100 Expandite Limited.

F

A82 Ferodo Limited.
D24 Fincast Limited.
D24 Finlock Gutters Ltd.
D24 Finlock Products Ltd.
D24 Finlock Services Ltd.
D26 Finnish Plywood Development Assoc. Ltd.
A132 Formica Limited.

G

A27 G80 Developments.
B1 G.P.O. Telecommunications South East London Area.
A85 Gardiner Sons & Co. Ltd.
D54 The Gas Council.
D52 J. Gerrard & Sons Ltd.
A86 George Greenwood & Sons (Halifax) Ltd.
D25 Guildway Limited.

H

A110 Hallam Sleigh & Cheston Limited.
D9 Handley Page Limited.
B38 Harvey Fabrication Ltd.
B38 Harcostar Limited.
B38 G. A. Harvey Office Furniture Limited.
B38 Harvey Perforators & Weavers Ltd.
A50 Harveys (Structural Services) Limited.
A30 Hawthorn, Leslie (Buildings) Ltd.
B36 The Hepworth Iron Company Ltd.
B36 Hepworth-Polva Plastics Limited.
B42 Hickson's Timber Impregnation Co. Ltd.
B12 Hills-Venesta (IBC) Limited.
D56 House Publications Ltd.

I

A32 Imperial Chemical Industries Ltd.
A80 Indulex Engineering Co. Ltd.
D41 Industrialised Structural Systems Ltd.
D38 Industricon Limited.
B50 Interbuild (Publication).
B44 International Nickel Ltd.

J

B14 Jenson & Nicholson Ltd.
D40 Richard Johnson & Nephew Limited.
A122 Johnson & Starley Ltd.

and Components Exhibition 1966

Exhibitors

K

D42 Karlholms A.B.
D12 Kay & Co. (Engineers) Ltd.
A88 Key Terrain Limited.

L

B6 Lafarge Aluminous Cement.
A42 John Laing Construction Limited.
D50 Lennox Heating Co. Ltd.
B10 Lloyds Bank Limited.
A24 London Brick Co. Ltd.

M

A27 Sir Robert McAlpine & Sons Limited.
D78 John McLean & Son Ltd.
A26 Marinite Ltd.
A44 Metal Sections Ltd.
A140 Midland Extrusions Limited.
A96 Ministry of Construction of the Czechoslovak Socialist Republic, OUVZ Research Direction Dept.
A76 Ministry of Housing & Local Government.
A76 Ministry of Public Building & Works.
A76 Ministry of Technology.
D44 Modern Concrete (Bristol) Ltd.
D44 Modern Building Services (Plant Hire) Limited.
D44 Modern Engineering (Bristol) Limited.
A138 The Modular Society Ltd.
A86 The Mountsorrel Tarred Macadam Co. Ltd.

N

A76 National Building Agency.
D20 National Coal Board.
A82 Newalls Insulation & Chemical Co. Ltd.
A128 Northern Ideal Homesteads Ltd.

O

D43 Official Architecture & Planning Publications Ltd.

P

B28 Perfonit Ltd.
B34 Pfizer Ltd.
A27 Planimex.
D32 Plastic Productions (Brentwood) Limited.
B2 Albert Plaut Limited.
A94 Plywood Manufacturers Association of British Columbia.
A48 Powell Duffryn Group.
D32 Pratts Building Materials Ltd.

Q

A136 Quikbild Homes Ltd.

R

A87 Radiation Limited.
D8 Ralli Bondite Ltd.
A84 Rawlplug Company Ltd.
A86 Redland Holdings Ltd.
A86 Redland Bricks Limited.
A86 Redland Pipes Limited.
A86 Redland Research & Development Limited.
A86 Redland Tiles Limited.
A80 Redpath Brown & Co.
A116 Rigid Frame Construction Ltd.
A82 J. W. Roberts Limited.
D34 Round Oak Steel Works Ltd.
D46 The Ruberoid Co. Ltd.
A50 Rudders & Paynes Ltd.

S

D53 Servotomic Limited.
D84 Shearwater Limited.
A134 Shell Chemical Co. Ltd.
A135 Shell Chemicals U.K. Ltd.
A134 Shell Mex & B.P. Ltd.
B28 Simdex Limited.
D4 A. & W. Smith (London) Ltd.
A131 Smiths Industries Ltd.
A50 John Snow & Co. Ltd.
D42 Spencer Lock & Co. Ltd.
D40 The Spencer Wire Co. (Steel) Ltd.
A89 Spotnails Limited.
B52 J. Starkie Gardner Ltd.
A21 Steel Sheet Information & Development Association.
A82 Stillite Products Limited.
B14 Stonhard-Tremco Limited.
B24 William Sugg & Co. Ltd.
D51 The Surveyor & Municipal Engineer.

T

A130 Tarmac Building Ltd.
A20 Taylor Woodrow-Anglian Limited.
B22 Technical Applications Limited.
D14 Tenaplas Limited, Fabricated Rainwater Goods Division.
B32 Tretol Limited.
A34 Trollope & Colls Ltd.
A46 Truscon Limited.
A6 Trusteel Corporation Limited.
A82 Turner & Newall Ltd.
A82 Turner Brothers Asbestos Co. Ltd.
A82 Turners Asbestos Cement Co. Ltd.

U

B18 Uni-Fab Limited.
B4 United Steel Companies Ltd.

V

D16 Vedex Dansk Skovindustri A.S.
D58 Venetian Vogue Limited.
D90 Valcascot Ltd.

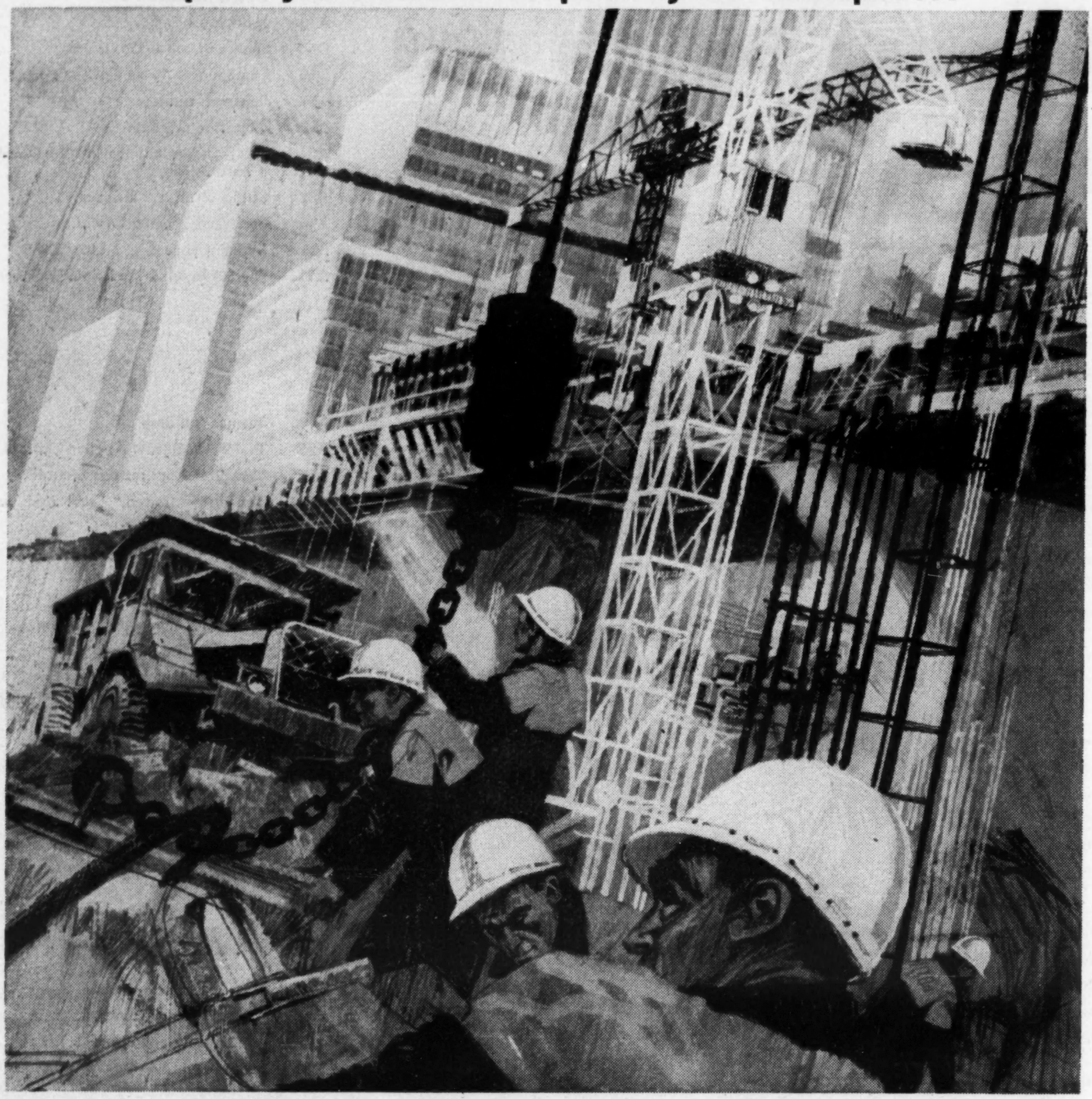
W

A98 Wadglade Limited.
A28 Wale-Sindall Developments Ltd.
B27 The Wall Paper Manufacturers Ltd.
B27 The Walpamur Co. Ltd.
B22 Woodcemair Limited.
D48 A.S.H. Woodcraft Ltd.

Y

D92 Yorkshire Imperial Metals Limited.

Inspired by new materials... paced by new techniques...



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BG

Around the stands at IBSAC '66

FIRST STAGED AT CRYSTAL PALACE, London, in 1964, IBSAC – the Industralised Building Systems and Components Exhibition – was aimed at directing the attention of building owners, including public authorities, both in the United Kingdom and overseas, to the new and exciting possibilities of industralized building methods and the various systems now being marketed and developed. Providing striking evidence of the radical changes taking place in the building industry, the exhibition was a great success, attracting some 34,000 visitors from the United Kingdom and overseas.

Exhibitors were particularly impressed by the quality of visitors, some firms reporting as many as 1,000 serious enquiries and the general feeling was that requests for information far exceeded expectations. A number of representatives and delegations from local authorities and quasi-Government organisations from overseas were among the visitors. Overseas visitors average over 100 a day from some 50 countries, including representatives from Australia, Brazil, India, New Zealand and the West Indies.

IBSAC '66 is promoted by IBSAC Ltd., sponsored by the National Federation of Building Trades Employers and organised by Industrial and Trade Fairs Ltd. The scope of the 1966 exhibition has been widened to cover the important part played by producers of all types of building materials and components in the drive for modernisation of manufacture, distribution and assembly. The organizers say that IBSAC '66 will cover every aspect of building industrialization, displays ranging from pre-manufactured composite-unit systems to pre-fabricated walls, floors, ceilings, windows, plumbing, electrical installations and other components, special emphasis being placed on the standardization and rationalization of components' manufacture and assembly. It will illustrate in dramatic and illuminating style the silent revolution in building methods that has taken place over recent years.

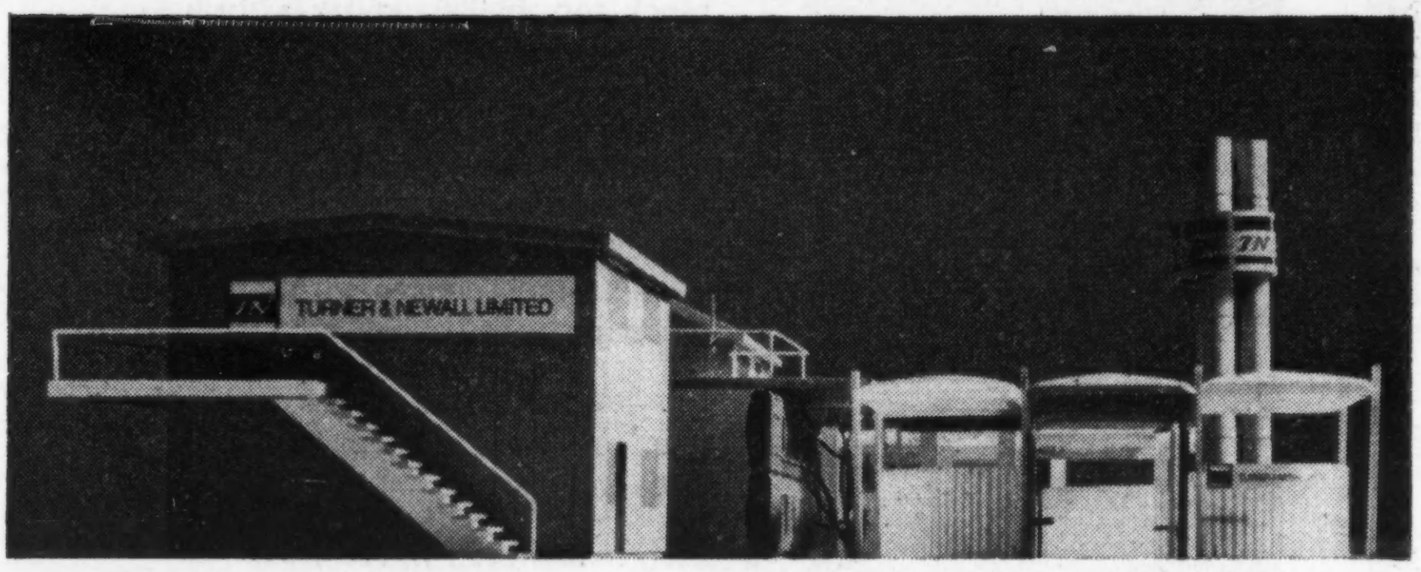
The area occupied by the exhibition totals over 1 million square feet, including the site formerly occupied by the 1851 Exhibition Palace and terraced gardens. This site is also used for the International Construction Equipment Exhibition (being held for the third time from May 13-21) which is also sponsored by The National Federation of Building Trades Employers in association with two other industrial federations, and organised by Industrial and Trade Fairs Limited.

Special arrangements for the reception of overseas visitors will include the provision of a special reception area with a corps of interpreters on permanent call. An overseas visitors' badge, a copy of the catalogue and a season ticket affording free admission to the exhibition at all times will be provided on arrival.

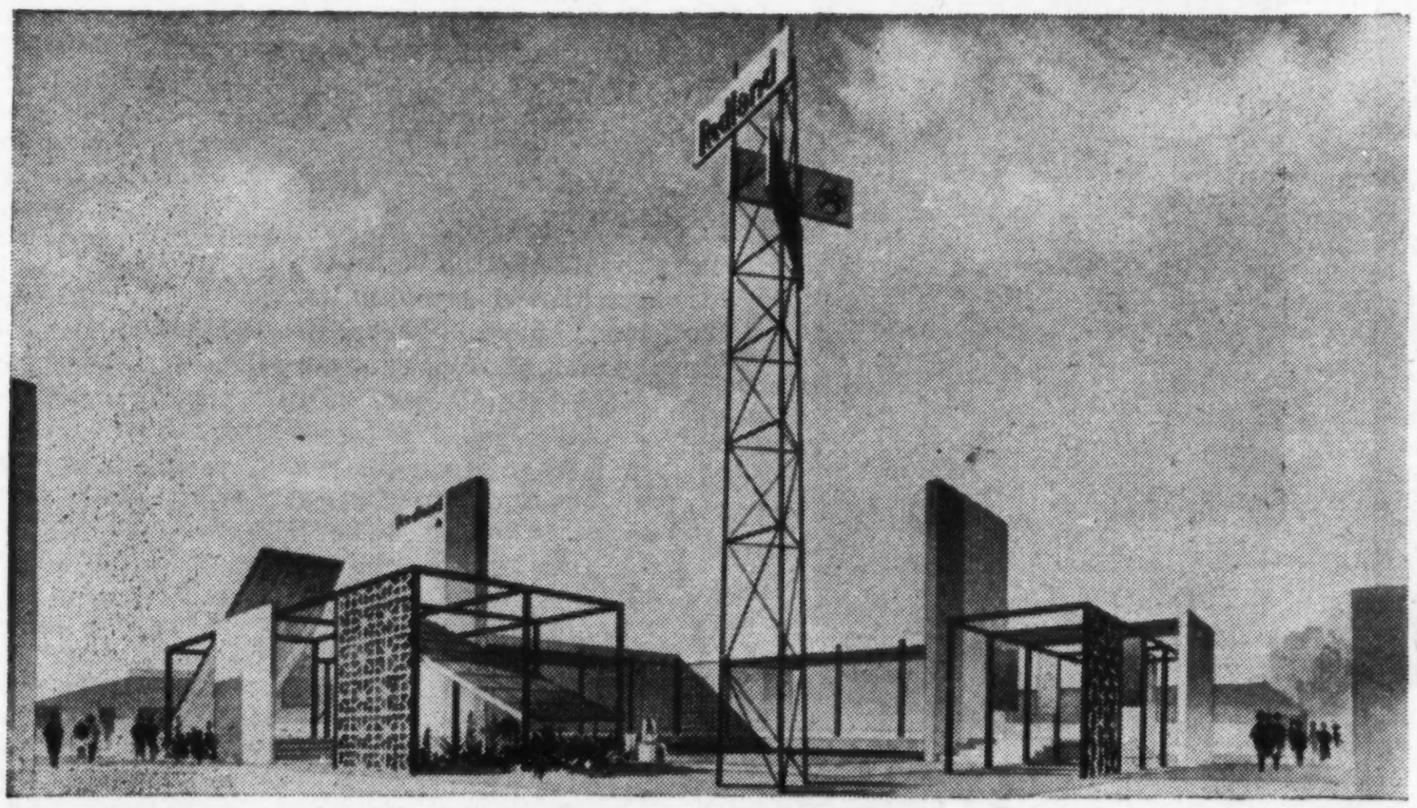
Industralized building methods are claimed to result in considerable economies in time and labour compared with traditional methods, saving up to 50 per cent in building time on the construction of housing, and up to 40 per cent on multi-storey flats. An additional advantage of system-building involving factory production of components is the part that it plays in avoiding the loss of millions of pounds worth of work a year which regularly occurs through bad weather.

The need for technological improvements in the building industry has already been underlined by the establishment of a special research and development department and the creation of a National Building Agency. IBSAC '66 will undoubtedly play an important supplementary role in correlating planning and management, and will be of vital interest to everyone concerned with the fulfilment of current building needs.

The following is a brief preview of some of the exhibits at IBSAC '66.



The Turner and Newall stand at IBSAC '66 will include a 'rationalized-traditional' building.



A perspective view of the Redland stand designed by Jack Howe and Partners.

Actonite Ltd. (*Stand D.36*), London, will feature Actonite, a heavy bodied coating that can be applied by spray or trowel, or both, for finishing the many flat preformed panels used in industrialized construction to an even flat finish. The product has a high degree of flexibility.

As producers of aluminium in all its semi-fabricated forms, **Alcan Industries Ltd.** (*Stand A.129*), London, are exhibiting their products together with various industrialized building units that make use of them. Prominent are: the Archital elevational treatment for low-cost housing, incorporating aluminium windows and weatherboard, the Grafton wall unit complete with window.

Automated Building Components (UK) Ltd. (*Stand B.29*), Farnham, Surrey, will feature their Gang-Nail system of fabricating timber building components using steel connector plates as part of an engineered system. Architectural metalwork, illuminated handrailing and a dispenser for ready mixed concrete will also be displayed.

T. Bath and Co. Ltd. (*Stand A.124*), London, are exhibiting a 54 ft. by 24 ft. Monopitch building from their extensive Uni-Bilt range. This building demonstrates the method of construction and materials on which all these buildings are based.

Applications of the Lift-Slab system to multi-storey construction will be featured by **British Lift Slab Ltd.** (*Stand A.38*), Birmingham. A photographic display will show projects completed and in hand.

A new method of prefabricated plumbing and other services is being shown for the first time in this country by **Celbac (GD) Ltd.** (*Stand D.64*), London. A foamed polyurethane light-weight frameless wall incorporates all the necessary pipework for water, gas heating, electricity and ventilation.

Coolag rigid urethane foam will be displayed by **Coolag Ltd.** (*Stand B.48*), Glossop, as a thermal insulation material.

Cubitts Construction Systems Ltd. (*Stand A.40*), Cranford, Middlesex, are to show what they say is the first of the second-generation housing system. A new range of low-rise housing round a standardized central spine unit which contains staircase, central heating system, kitchen, bathroom and toilet, will be exhibited.

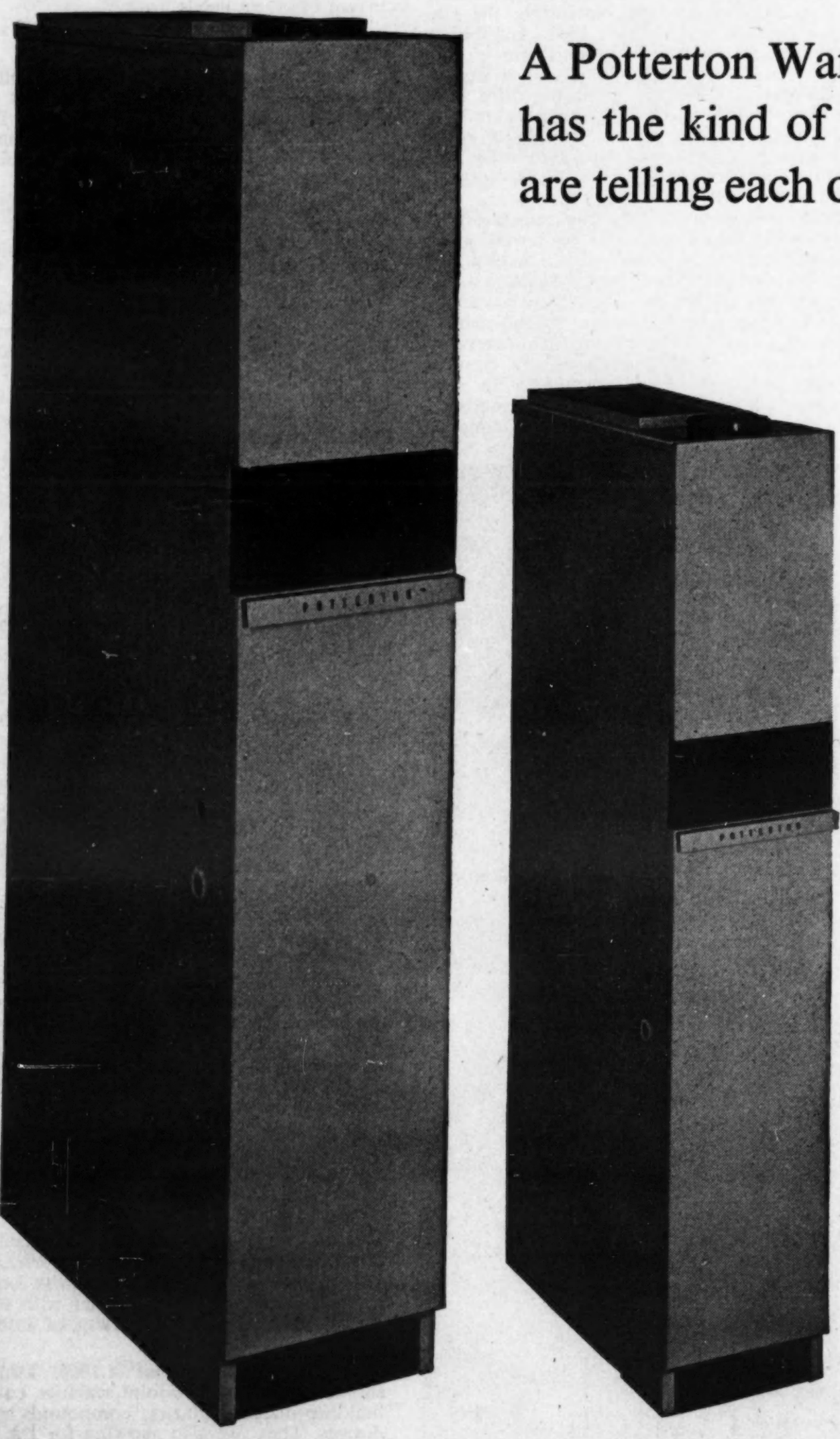
A pavilion built entirely of Dorran standard components will be occupied by **Dorran Construction Ltd.** (*Stand A.114*), and drawings, photographs, etc., will show the applications of the system to public and private housing.

A timber building system designed on an 8 ft. horizontal grid with an 8 ft. vertical module will be shown by **Essex Stonecrafts Ltd.** (*Stand A.90*), Wickford, Essex, together with two-storey work, partitions, and a variety of internal and external finishes.

Expandite Ltd. (*Stand A.100*), London, are showing their range of joint sealants, cover strips, building mastics, glazing compounds and fixing devices. They are also showing for the first time their new dry jointing materials.

(Continued on page xiii)

Everyone's talking a lot of WarmAir Potterton aren't surprised

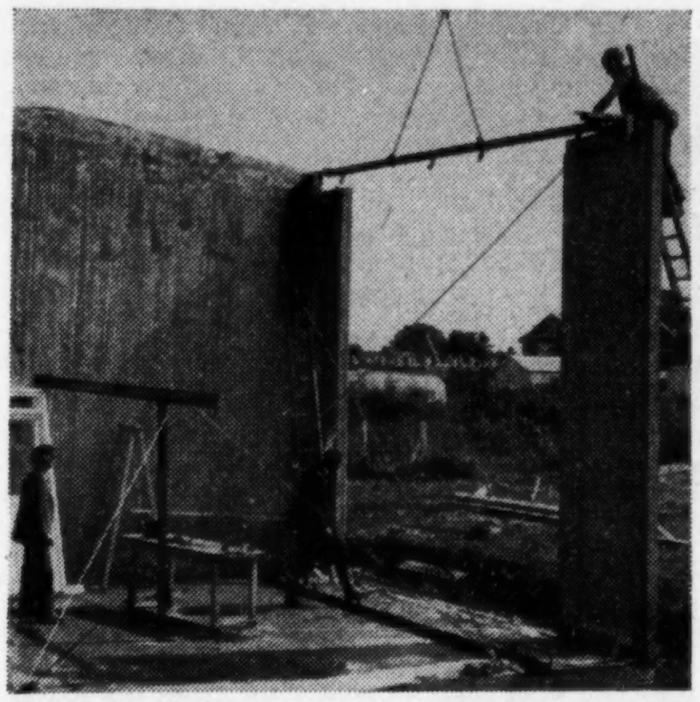


A Potterton WarmAir unit has the kind of features that Architects are telling each other about...

* Heat output and air output are adjustable—20,000 to 30,000 Btu/h for the small heater for the mixed development of small houses.
  A SeDuct unit for the multi-storey block, too. 40,000 to 60,000 Btu/h for the larger heater for private housing.
* Potterton WarmAir units occupy a minimum of space—2 sq. ft. for the small heater, 3 sq. ft. for the larger heater. Each unit stands slim and tall—the most convenient shape for the majority of homes.
* Easy to fit, all connections accessible from the front—no space wasted at sides and rear.
* Easy to maintain and service. Electrical components readily interchangeable.
* Each unit is attractively clothed in a trim casing that needn't be built in or otherwise hidden away.

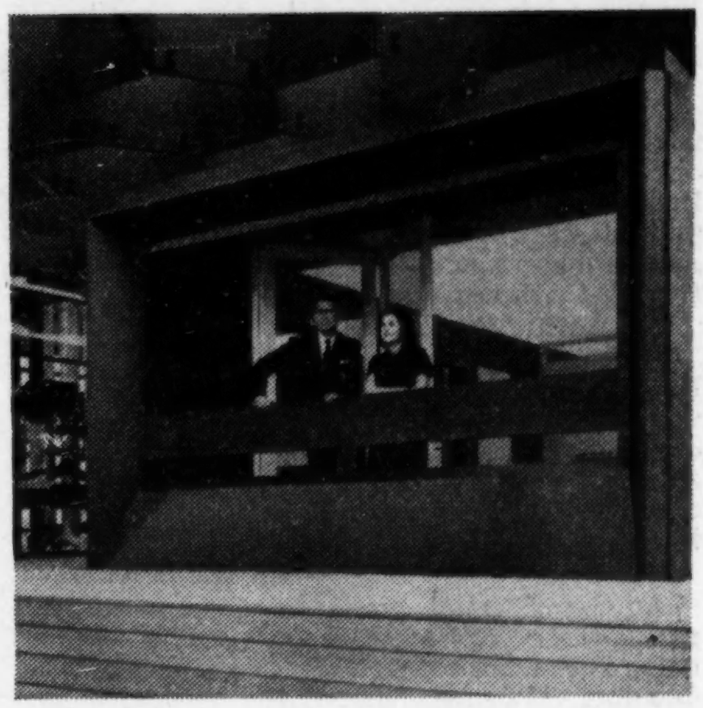
If you'd like to know many more interesting facts about Potterton WarmAir, just write or phone Miss M. Meredith, Thomas Potterton Limited, 104 Wandsworth High Street, London SW18. Vandyke 0422.

A member of the De La Rue Group



A small team working on two semi-detached houses at Stratford-Upon-Avon, Housing Development and Construction Ltd., say that by using an industrialized building system these houses were completed in three weeks.

'Mactrad' – the industrialized building system developed by John McLean and Son Ltd., which uses timber as its principal material. Timber panel components for external walls are factory made.



General view of Tersons stand at IBSAC '64. On the left is an example of a storey-high mechanical services duct used in the Tersons method of construction. On the right is the balcony section of a mock-up flat.

Around the stands – continued

Their range of low- and high-rise housing will be exhibited by **Fincast Ltd.** (*Stand D.24*), Tunbridge Wells. The stand will show the low-rise system used to build a three-storey 'Town House' surrounded by a loose composition of enclosure and covers illustrating the diversity and flexibility of this steel-frame light concrete system.

The pavilion shown by **G.80 Developments** (a division of Sir Robert McAlpine and Sons Ltd.) (*Stand A.27*), Hemel Hempstead, Herts., will be constructed on a combination of G.80 standard frame and the newly developed Wingframe. It is a two-storey building.

Gardiner, Sons and Co. Ltd. (*Stand A.85*), Bristol, will show a building constructed on their Mark III Thermagard system, together with examples of the company's standard range of castellated and lattice beams.

Gerrard's Low-rise System will be shown by **J. Gerrard and Sons Ltd.** (*Stand D.52*), Swinton, Manchester. The system is designed to accommodate all types of dwellings in blocks up to five storeys high. It consists of precast concrete panels erected to form crosswalls which are spanned by concrete floor slabs and spandrel panels.

A one-bedroom elderly person's bungalow – the latest addition to the Local Authority range of **Guildway Ltd.** houses (*Stand D.25*), will be displayed.

Widney-Filco aluminium windows and sliding doors will be displayed by **Hallam, Sleigh and Cheston Ltd.** (*Stand A.110*), Birmingham.

Hawthorn Leslie (Buildings) Ltd. (*Stand A.30*), Jarrow, Co. Durham, will show three examples of their system: including a completely furnished 3-4 bedroom, five person house to Parker Morris standards.

The Hepworth Iron Co. Ltd. (*Stand B.36*), Stockbridge, Sheffield, will show their latest methods of joining vitrified clay drainage pipes, together with pvc pressure pipes, fittings, etc.

Hicksons Timber Impregnation Co. (GB) Ltd. (*Stand B.42*), will demonstrate the advantages of incorporating Tanalized timber in industrialized housing and other building types.

An integrated system will be shown by **Hills-Venesta (IBC) Ltd.** (*Stand B.12*), Stockton-on-Tees, comprising Hills Durabord dry walling, ready-hung doors, insulated infill panels, wall line boards, floor and ceiling units. The system permits completely dry interior construction.

The theme taken by **Industrialized Structural Systems Ltd.** (*Stand D.41*), London, is 'Better and Quicker Building,' using the company's industrialized structural components ordered from a catalogue.

Industricon Ltd. (*Stand D.38*), Westcliff-on-Sea, Essex, will feature scale models of their housing project at Benfleet and an individual house.

Johnson and Starley Ltd. (*Stand A.122*), Northampton, are warm air heating equipment manufacturers and will display their range of gas-fired heaters geared to industrialized building.

Packaged plumbing units will be displayed by **Kay and Co. (Engineers) Ltd.** (*Stand D.12*), Bolton, Lancs.

Lafarge Aluminous Cement Co. Ltd. (*Stand B.6*), London, will exhibit, in their mobile showroom, examples of constructional concrete.

John Laing Construction Ltd. (*Stand A.42*), London, will feature five major industrialized building systems, in particular, the 12M Jespersen, a highly flexible system using factory-made concrete components suitable for both low- and medium-rise housing schemes and high-rise blocks up to 23 storeys.

Lennox Heating Co. Ltd. (*Stand D.50*), will show a selection of their range of gas-fired units for warm air central heating.

The growing importance of structural clay products in the field of industrialized building will be emphasized by **London Brick Co. Ltd.** (*Stand A.24*). Phorpres Claywall panels and Phorpres Clayspan floor beams will be shown.

A low cost solution to the rapid improvement of structurally sound Victorian and Edwardian houses will be exhibited by **Planimec** (Sir Robert McAlpine and Sons Ltd.), (*Stand A.27*). The exhibit will embrace a complete bathroom and kitchen with plumbing, soil and waste and gas and electrical services installed with a load-bearing brickwork structure in which the floor joists are positioned according to the storey heights of the housing to be improved.

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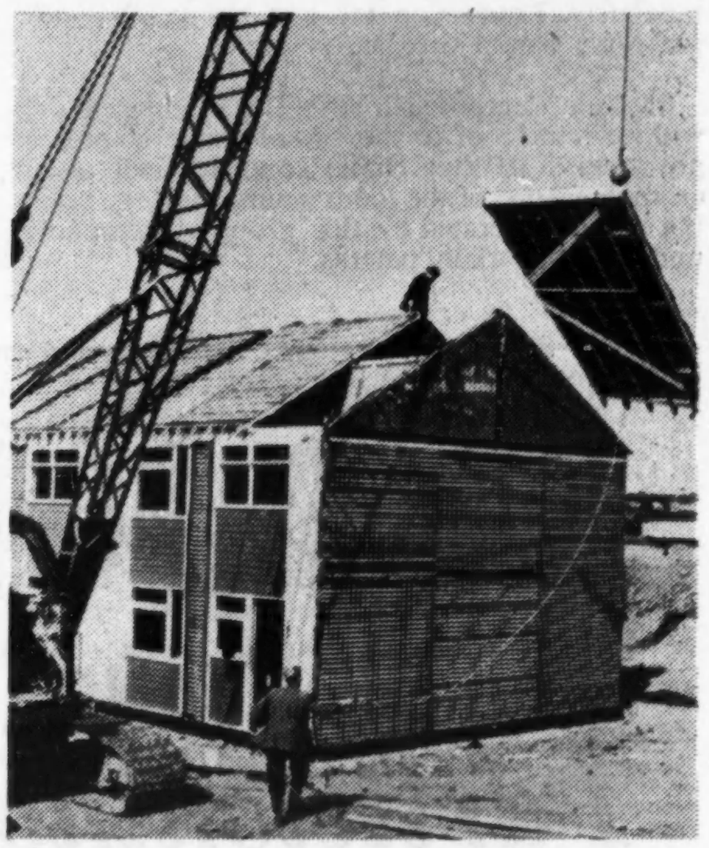

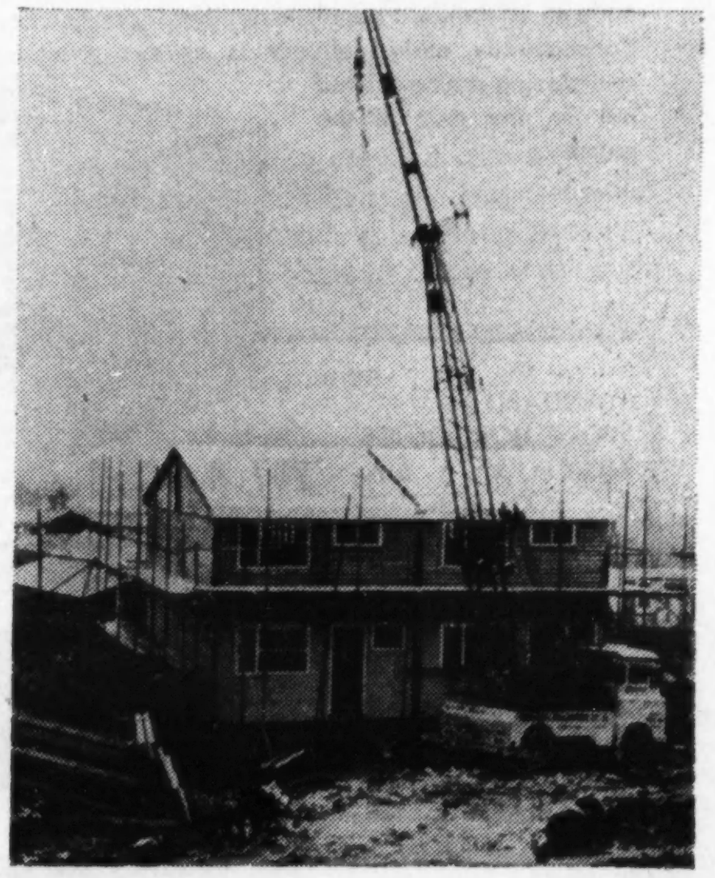

ABOVE:

One of six factory-made roof panels for 207 houses at Kings Lynn being built by Holland and Hannen and Cubitts (Southern) Ltd.

BELOW:

A pair of 3-bedroom houses delivered by Guildway Homes Ltd. to a South Wales site. They were assembled within 10 hours.

Around the stands – continued

John McLean and Sons Ltd. (*Stand D.78*), will feature the McLean Mactrad building systems, one of the first to be approved by the National Building Agency. It includes houses for between two and six people and details of a recent contract now being carried out for Wednesfield Urban District Council will be exhibited.

Exhibits by **Metal Sections Ltd.** (*Stand A.44*), Birmingham, will include a new type of infill panel which gives freedom of choice as to panel size, exterior and interior finishes and the size and location of window and door apertures. The central display will feature various external and internal finishes.

An experimental press for making concrete panels will be displayed by the Ministry of Technology's **Building Research Station** (*Stand A.74*) at Garston, Watford, Herts. The prototype machinery, at present making slabs 8 ft. by 4 ft. and 4 in. thick, will be erected on the stand and working demonstrations will be given four times daily. A production version of this machine could employ more than one mould, thus allowing the filling, pressing and demoulding operations to take place simultaneously. Production rates of up to 30 panels per hour would then be possible.

Modern Concrete (Bristol) Ltd. (*Stand D.44*), will have the roof to their stand made of precast pre-stressed HP hyperbolic concrete shell as an example of one of the industrialized factory building systems operated by this group of companies under the Silberkuhl patents.

Pfizer Ltd. (Building Products Department), Chemicals Division (*Stand B.34*), Sandwich, Kent, will exhibit two products with applications as components of industrialized building systems: Lamithane laminated polyurethane insulation board and Vistaglaze wire-reinforced pvc sheeting.

Weldwood plywood will be featured by **Albert Plaut Ltd.** (*Stand B.2*), Barking, Essex.

Powell Duffryn Heating Ltd. (*Stand A.48*), Camberley, Surrey, will feature warm air from both wet and dry central heating systems, oil, gas and solid fuel fires. **Powell Duffryn Timber Holdings Ltd.,** Cardiff, will illustrate on the same stand, a wide range of industrialized building components and their method of assembly.

A five-person, two storey, wide aspect house will be exhibited by **Quikbild Homes Ltd.** (*Stand A.136*), Eastbourne, Sussex. It is one of many types available designed to Parker Morris standards and suitable for Radburn layouts. The unit is produced by up-to-date methods of factory automation.

Radiation Ltd. (*Stand A.87*), London, will show a wide range of gas and solid fuel central heating and water heating appliances.

Rubber-based sealants and what are claimed to be revolutionary application methods will be demonstrated by **Ralli Bondite Ltd.** (*Stand D.8*), Portsmouth.

Fixing devices, many of them suitable for placing *in-situ* in prefabricated structures to facilitate rapid assembly on site, will be demonstrated by **The Rawlplug Co. Ltd.** (*Stand A.84*), Kingston-upon-Thames.

Nine new types of prefabricated ceramic cladding panels will be displayed by **Redland Holdings Ltd.** (*Stand A.86*), Reigate, Surrey, manufacturers of Redland bricks.

Rigid Frame Construction Ltd. (*Stand A.116*), Ruislip, Middlesex, will show a finished two-storey system-built house complete with fittings and decorations. The house will be attached to a skeleton structure which will have the modular light steel frame exposed.

Visitors to **Ruberoid Co. Ltd.** (*Stand D.46*), London, will be able to see the Ruberoid industrialized pitched roof, which is a self-supporting insulated and weatherproofed roof, spanning from eaves to eaves, fabricated at a site assembly area and then lifted in one piece on to the house walls by mobile crane.

The Servoflow system – a new warm air unit combined with an optional domestic hot water unit – and the Servowarm central heating system based on a 'master radiator' will be displayed by **Servomatic Ltd.** (*Stand D.53*), London.

The Shell Chemical Co. Ltd. (*Stand A.134*), London, will feature special applications of Shell plastics to industrialized buildings. On the same stand Shell-Mex and BP Ltd., will demonstrate the flexibility of oil for heating and hot water, using equipment specifically designed for industrialized building.

(*Continued on page xvi*)

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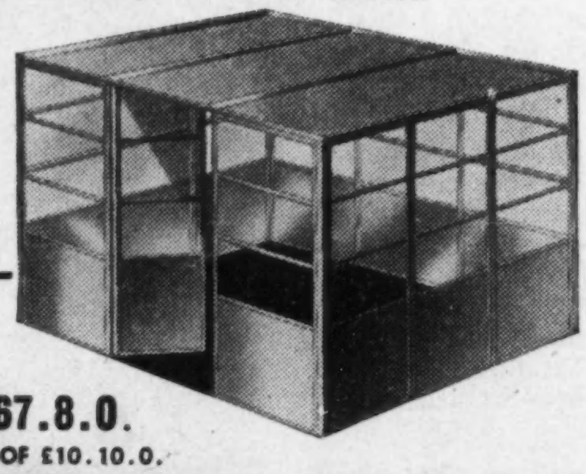

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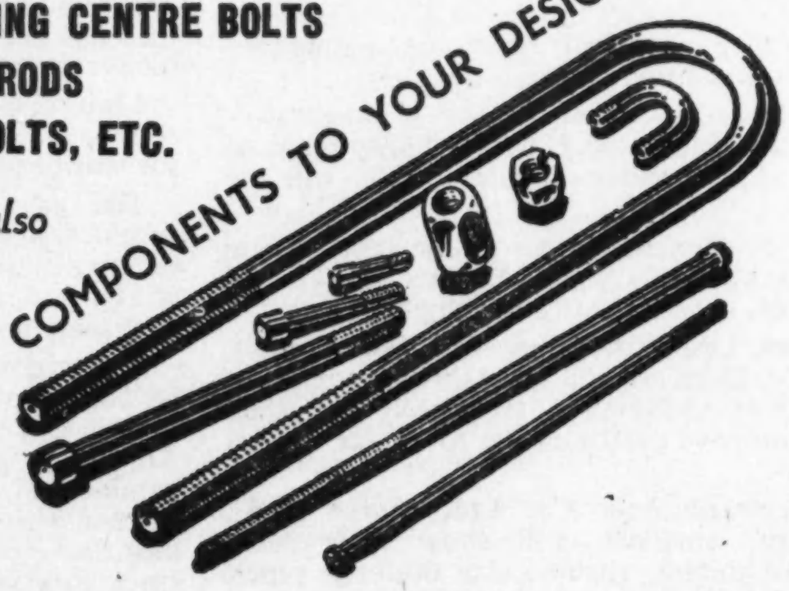

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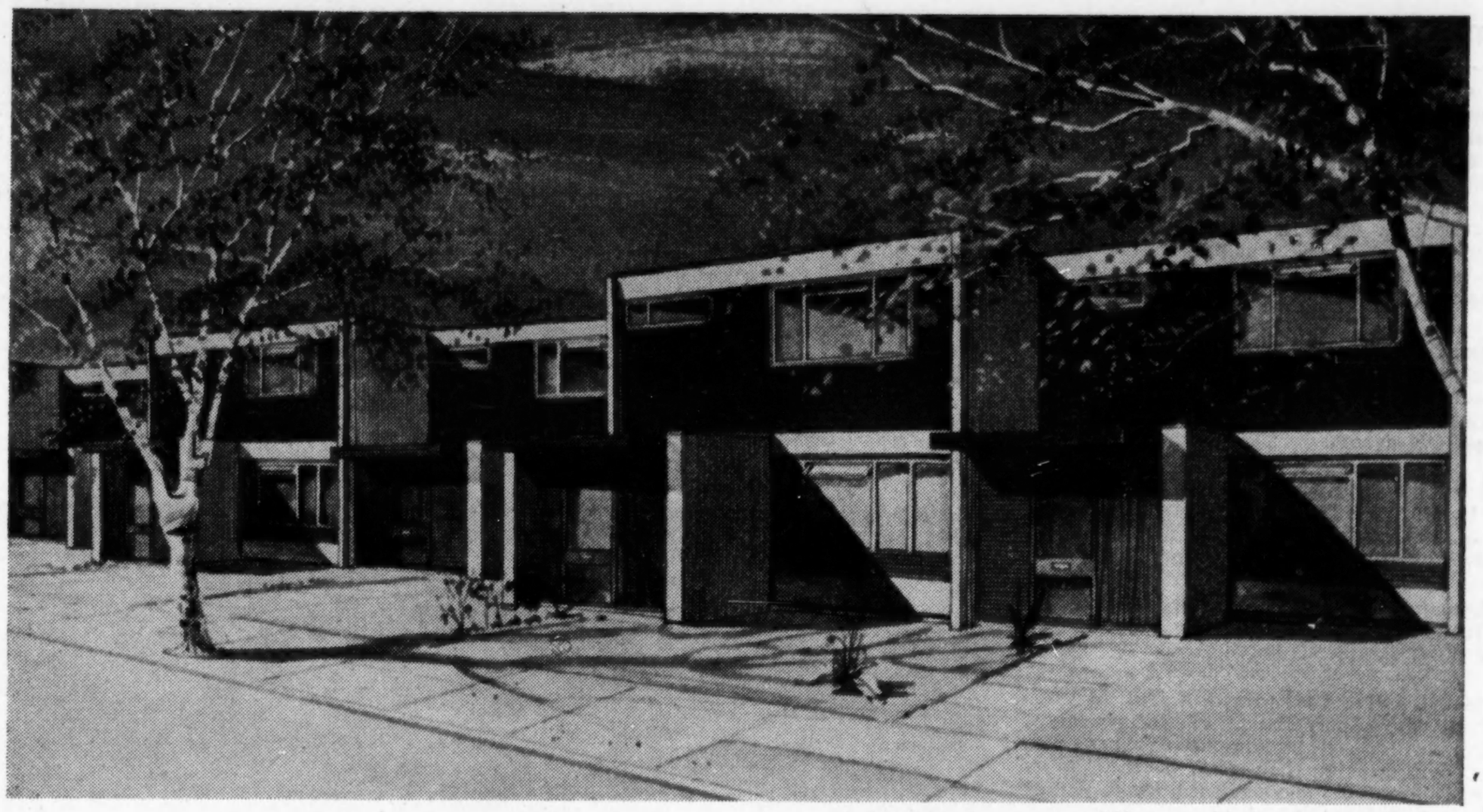

Industricon houses are different—this has been proved by the private sales of these homes—on their first estate at Benfleet all 28 houses were sold within 10 days.

Industricon houses

they're different

Scope

This house building system is adaptable for bungalows, maisonettes and flats up to 4 storeys. All planning is in strict accordance with the Parker Morris report "Homes for Today and Tomorrow", including the recommendation that full central heating should be incorporated.
The system is competitive with traditional house construction for as few as 40 to 50 houses in any one contract. For larger contracts the costs are naturally lower and the speed of erection is greater.

Flexibility

The planning is based on a one-foot module and 'L' shapes, stepping and staggering can be accommodated without difficulty. All internal partitions are non-load bearing, thus giving complete freedom of internal layout.
Architects can choose their own plan types and can vary the elevational treatment within specific limits to meet individual requirement of each project.

Maintenance

The external walls of the building are clad with a variety of maintenance-free surfaces and by specifying hardwood timber surrounds to aluminium sliding windows the maintenance is limited to the treatment of the hardwood.

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Around the stands – continued

On show by **Spotnails Ltd.** (*Stand A.89*), London, will be a wide range of pneumatically-operated Spotnailers for driving a variety of heavy duty fasteners. A model building will be specially constructed for display purposes made from a variety of materials used by building contractors. The object is to show how Spotnail fasteners can be used for nailing timber of all types, plasterboard, chipboard, insulation materials and hardboard.

J. Starkie Gardner Ltd. (*Stand B.52*), London, will show their full range of standardized building products. The main exhibit will be the Glissa flush-glazed 'G' system, for which Starkie Gardner are main UK agents.

The exhibit by **Stonhard-Tremco Ltd.** (*Stand B.14*), London, will illustrate many of the different types of applications for Mono-Lasto-Merc, an exclusive one-part acrylic terpolymer sealant.

Halcyon gas-fired warm air heaters will form the main feature of the **William Sugg and Co. Ltd.** (*Stand B.24*) exhibit.

Tarmac Building Ltd. (*Stand A.130*), Wolverhampton, will display the Sherwood system of timber industrialized building, which has been developed from original research by the Timber Research and Development Association to Parker Morris standards.

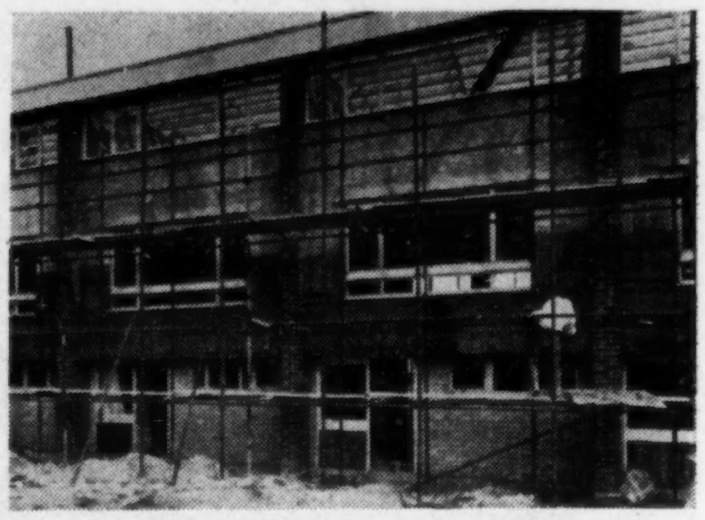
The GLC-Anglia house to be featured by **Taylor-Woodrow Anglian Ltd.** (*Stand A.20*), London, is a new addition to their industrialized building range which now extends from two-storey housing in pairs or terraces to 30-storey tall blocks. A separate pavilion will show other aspects of the company's specialist activities in this field from the factory production stage to the occupation of housing.

A standard range of pipes and fittings and specialized installations will be displayed by **Tenaplas Ltd.** (Fabricated Rainwater Goods Division) (*Stand D.14*), Kingston-upon-Thames.

Trollope and Colls Ltd. (*Stand A.34*), Camberley, will show their comprehensive services for high- and low-rise housing. The main pavilion will be built using the Dorran system of 16 in. modular concrete panels and will illustrate typical details of this system which is suitable for one- and two-storey houses.

Trusteel Corporation (Universal) Ltd. (*Stand A.6*), Harlow, Essex, will feature one of the Trusteel 3M steel framed Parker Morris standard dwellings, known as the Gillan two person, one bed-room, dual aspect, single access, old people's bungalow. The house will feature the complete outside appearance and partly completed internal layout with features of the steelwork exposed.

Rigid Frame houses in various stages of cladding built in association with Arrowhead Housing Ltd., modular division of the Prowting Group.



Houses incorporating timber components produced by Rainham Timber Engineering Co. Ltd., under construction at Winsford, Cheshire.

Houses under construction at Thetford by Quikbild Homes Ltd., for the Greater London Council.

Turner and Newall Ltd. (*Stand A.82*), Manchester, will use two structures to demonstrate the application of factory-made components to rationalized-traditional housing methods and also the first Turner and Newall approach to a complete housing system.

Specimen bathrooms erected on a modular prefabricated system will be shown by **Uni-Fab Ltd.** (*Stand B.18*), Stoke-on-Trent.

The United Steel Companies Ltd. (*Stand B.4*), Sheffield, will show lightweight, cold-formed steel beams, stanchions and purlins for industrialized building, to show their economic and systematic application to a wide variety of structures. These components are manufactured from a steel made by Steel, Peech and Tozer, which does not cost any more than mild steel, but is said to be stronger and to have a greater resistance to corrosion.

Wale-Sindall Developments Ltd. (*Stand A.28*), Cambridge, will show a pair of SB/2 system houses to Parker Morris standards and to the National Building Agency Generic Plan for a five person house.

The exhibit of the **Wallpaper Manufacturers Ltd.** (*Stand B.27*), Manchester, will be mainly technical and will illustrate recommended procedures in applying a variety of wallpapers, paints and sealants on various types of building surfaces likely to be met in industrialized buildings. A number of display panels will illustrate methods of weatherproofing applications in dry construction systems.

Woodcemair Ltd. (*Stand B.22*), Leominster Herefordshire, will show woodwool slabs manufactured by what is claimed to be the most advanced process in the world, known as the electronically controlled Van Elten system.

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Advertisement of Company Meeting

DESOUTTER BROTHERS (HOLDINGS)

Improved Results Despite Difficult Conditions

MR. G. H. WEBB ON ENCOURAGING CURRENT ORDER POSITION

THE 15TH ANNUAL GENERAL MEETING of Desoutter Brothers (Holdings) Limited was held on April 29 in London, Mr. G. H. WEBB (the chairman) presiding.

The following is his circulated statement:

The trading year 1965, beset as it was by rising costs and advances in raw material prices, has been a difficult one. I am happy to report, however, that despite these pressures, the Group profit shows a slight increase over last year, for which we must thank the larger volume of sales, both Home and Export, and the greater efficiency in production brought about by greater numbers.

The Accounts show a consolidated trading profit, before tax, of £1,007,043 as against £1,002,263 reached in 1964.

Now that Income Tax is principally levied only upon interest and dividends, it is not practical to compare the profit level after taxation with that of earlier years when trading profits were also subject to this tax. In fact, this year, after deducting tax provisions of £371,840 (including the new Corporation Tax), we are left with £635,203.

Income Tax deducted from dividends paid after April 5, 1966, should be paid over to the Inland Revenue, but transitional provisions of the 1965 Finance Act enable the Company to retain the tax to be deducted from the final dividend proposed to be paid on April 29, 1966.

It should be noted that in calculating the liability to Corporation Tax the rate used was 40 per cent., although it is to be hoped that the actual rate when eventually decided will be less, and that in future years industry will be advised in advance not in arrear of the burdens to be borne.

An Interim Dividend of 8d. per share, less Income Tax at 8s. 3d., was paid to each class of Ordinary Share Capital in October last, and your Directors now recommend a Final Dividend of 1s. 4d. on each Ordinary and "A" Non-voting Ordinary Share. This Final Dividend is subject to the deduction of Income Tax at 8s. 3d. as any new rate has not yet been announced.

DESOUTTER BROTHERS LIMITED

It falls to me each year to mention the ever-growing sales volume of this Company. Home and export sales of Tools and Die Sets have continued to grow and in 1965 the total value was up by 10 per cent. over the previous year. I have every confidence that the steps taken at Hendon will still further increase production at this factory, resulting in greater sales during the ensuing year.

I am looking forward to the completion of the new Scientific and Research Block to which I referred last year; this is now well on the way to completion and will be ready for occupation about the middle of the year.

Following the Company's normal policy of extending its range of pneumatic power tools, several entirely new models, either in the course of production or under development, are scheduled to appear during 1966, and for which I anticipate a good demand.

DESOUTTER LANG PNEUMATIC LIMITED

Whilst sales were maintained the results were most disappointing. Profit margins were reduced by rising costs, and production hampered by delays of many kinds. These problems are being tackled energetically and I am confident that the current year, beginning with a satisfactory order book, will show improved profit levels.

It is to be regretted that Mr. E. J. Jofeh, the managing director, recently had to resign his appointment owing to continued indifferent health, but, I am pleased to say, he will continue to be of service to the Company as a full time Technical Consultant. The Board of Directors of the Company has been strengthened by the appointment of Mr. J. Hislop as Sales Director. Mr. Hislop has been with the Company for many years and his knowledge and experience in the industry will be invaluable.

DESOUTTER PRODUCTS LIMITED

This Company had a very good trading year and for the first time is paying a dividend to the Holding Company. This is no mean achievement.

Every effort is being made to increase further the production of this Unit. I am sorry to say the Board of Trade has refused an Industrial Development Certificate to increase the size of the factory. This is a great disappointment since without additional productive capacity we will be hard pressed to manufacture the components so urgently needed to meet the Group's already heavy export order book. I hope that this refusal will not hamper us in our drive to increase our overseas trade, especially the youthful vigorous growth of our Company in Western Germany.

DESOUTTER G.m.b.H .

As I anticipated last year, this Company made great strides during the year, the profit made being sufficient not only to absorb the initial trading loss but also to declare a dividend.

So rapid has been the upsurge of business that the present premises are now too small; steps have been taken to secure new premises in an Industrial Estate in Frankfurt approximately three times larger than the old. These new premises should be ready for occupation by the end of this year.

MANAGEMENT

After 39 years of service with Desoutter Brother Limited, and in later years as Export Sales Director, Mr. W. W. Gilder retired on December 31, 1965.

Mr. Gilder was largely responsible for the tremendous growth in our overseas trade. During the last two years he had the additional responsibility of creating and guiding our first overseas Company—Desoutter G.m.b.H.

He richly deserves his retirement, which we hope will be a long and happy one.

PROSPECTS OF THE GROUP

As the year 1966 opened with an increased order book in every division and every Company of the Group, increased sales can be anticipated for the ensuing year. Providing that the rising costs do not continue at their present rate the final result for the year should prove satisfactory.

As is my normal practice, I finish this statement with my thanks to the management and employees of all the Companies in the Group for their efforts during 1965.

The report and accounts were adopted.

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HMSO

Latest company results show further levelling out in profits

BETWEEN JANUARY 1 and March 31, 1966, Statistics Division of the Board of Trade received and analysed accounts from 296 quoted companies whose accounting years ended in April 1965, or later. These companies number about one-sixth of all companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade, but they account for just over one-fifth of total assets and income; therefore the companies whose accounts are analysed in the present article are, on average, slightly larger than the typical quoted company. Many steel companies and breweries have autumn accounting dates and the metal manufacturing and drink industries are over-represented compared with the weight they would carry in an annual analysis. The electrical engineering, food and tobacco industries are also over-represented, whilst the chemical industry and the distributive trades are under-represented. Table A shows how the industrial distribution of assets of the companies whose accounts are now analysed compares with the industrial pattern of quoted companies as a whole.

The revised form of presentation which was introduced in the analysis of accounts received up to the end of December 1965* is again adopted in this article. The changes are fully described in the notes at the end of this article.

Of the 296 accounts analysed, 110 relate to a year ending in September and 100 to a year ending in December. The remainder were spread over the remaining months between April 1965 and January 1966.

Nearly one quarter of the companies (70 out of 296) gave figures of turnover in the accounts. Excluding the six companies which did not give comparable figures for 1964, the increase in turnover between 1964 and 1965 was about 8 per cent.

Company income

The levelling out in the high rate of trading profits which was first indicated in accounts received in the third quarter of 1965 and which continued in accounts received up to the end of December 1965 is confirmed in the present analysis, with gross trading profits at £657 million only 3 per cent higher than a year ago. (Profits of companies reporting in the third and fourth quarters of 1965 were respectively 14 per cent and 9 per cent higher than a year earlier). The gross trading profits of all companies, as estimated in the sample inquiry made quarter by quarter by the Central Statistical Office, for the 12 months ending September 1965 (the most nearly corresponding period to the present Board of Trade analysis), were nearly 5 per cent higher than in the previous 12 months.

For more recent periods, the Central Statistical Office series shows that profits were little changed during the second half of 1965 when they were roughly equal to the levels reached in the second half of 1964.

The present analysis shows that of the 22 broad industry groups for which separate figures are calculated, 13 showed increased trading profits compared with the previous year. Of the remainder, five industries showed no change in profits and four recorded losses. The largest proportional increase in profits was recorded by companies in the construction industry (up 33 per cent from £3 million in 1964 to £4 million in 1965), while rises of between 6 per cent and 14 per cent were recorded by companies in the paper, bricks, tobacco, food, textiles, wholesale distribution and electrical engineering industries. The industries showing falls in trading profit were metal goods (other than metal manufacturing) and miscellaneous services (each down by 8 per cent), metal manufacturing (down by 3 per cent) and non-electrical engineering (down by 2 per cent).

Gross income (trading profit plus investment and other income) of the companies reporting in the first quarter of 1966 rose from £668 million in 1964 to £691 million in 1965. As in the analysis of accounts for 1965 received up to the end of December 1965, the appropriation of income in 1965 compared with that for the same companies in 1964 is affected by the new tax arrangements brought about by the substitution of Corporation tax for the previous system under which company profits were subject to profits tax and income tax. The main effect of the new arrangement is that the tax appropriation is proportionately smaller in 1965 (21 per cent compared with 32 per cent) and the amount of retained profits is proportionately larger (27 per cent in 1965 compared with 16 per cent in 1964). In absolute terms, retentions rose by £79 million and tax appropriations fell by £72 million. Dividend distributions rose by £1 million, interest on long-term loans by £3 million and depreciation provisions by £14 million. Depreciation provisions plus the amount retained in reserves which together are available to finance companies' expansion, rose from £288 million in 1964 to £381 million in 1965 and amounted to 55 per cent of gross income, a higher proportion than in recent years. Details of the appropriation of company income are shown in Table 2. Just over two-thirds of the companies which stated the rate of Corporation tax adopted in the accounts had assumed a rate of 40 per cent, just under a quarter had assumed a rate of 35 per cent, while the remainder had assumed 37½ per cent.

Company expenditure

Expenditure of the companies whose accounts are now analysed remained at a high level, but the increase of £58 million (7 per cent) over the previous year was 5 per cent lower than that recorded by companies whose accounts for 1965 were received up to the end of December 1965. Increased stockbuilding was again a marked feature of the accounts dealt with in the present analysis, with the value of stocks rising by 44 per cent from £66 million in 1964 to £95 million in 1965. The largest increases, of between £10 million and £22 million, were recorded by the food, non-electrical and electrical engineering industries; the largest fall in stocks (of £21 million) was recorded by the metal manufacturing industry.

For the first time since the analysis of accounts (for 1963) received in the first quarter of 1964, there was a fall (of 18 per cent) over the previous year in expenditure on acquiring subsidaries. Companies reporting in the first quarter of 1966 spent £61 million in 1965 on acquiring subsidiaries; over half the expenditure was accounted for by the acquisition for £31½ million of United Molasses Company by Tate and Lyle. Albright and Wilson spent £8 million on acquiring Associated Chemical Company, and Manbré and Garton and Manganese Bronze Holdings each spent over £2 million on the purchase of subsidiaries. Seventy-four per cent of the expenditure on acquiring subsidiaries was covered by the issue of shares and long-term loans, a higher proportion than in 1964.

Expenditure on tangible fixed assets rose by 17 per cent from £275 million in 1964 to £321 million in 1965, while expenditure on trade investments rose by £2 million and on intangible assets (goodwill etc.) by £8 million. There was a fall of £32 million (from £63 million to £31 million) in net trade and other credit granted in 1965 by companies reporting this quarter compared with 1964. Liquid resources by way of cash and short-term assets fell by £31 million during 1965, compared with a fall of £13 million during 1964.

Bank overdrafts and loans rose by £55 million in 1965 and this increase together with the rise of £93 million in companies' internally generated funds by way of retentions and depreciation provisions eased demands for outside finance by companies. Apart from the shares and long-term loans issued in connection with the acquisition of subsidiaries, companies raised £37 million by way of shares and loans, a fall of 16 per cent over the previous year. As in the analysis of accounts for 1965 received up to the end of December 1965, there was a marked increase (from £22 million in 1964 to £33 million in 1965) in the issue of long-term loans for cash, while issues of ordinary shares fell by 82 per cent (from £22 million in 1964 to £4 million in 1965). The sources and uses of company funds are shown in greater detail in Tables 2 and 3.

Contracts for capital expenditure not provided for in the accounts remained virtually unchanged (£176 million in 1964 and £175 million in 1965). The largest fall – of £14 milion -- was recorded by the metal manufacturing industry, while the chemical and allied industries showed a rise of £7 million.

Notes – Tables 1-3 present an analysis of accounts for the 'year' 1965 (with comparable figures for 1964) based on accounts received by the Board of Trade up to the end of March 1966.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a

*See *Board of Trade Journal* of February 11, 1960, page 310.

later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0·5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in previous articles are described below.

TABLE 1. BALANCE SHEET

Trade and other debtors

Trade and other creditors

Other debtors and other creditors are no longer distinguished from trade debtors and trade creditors respectively; many companies do not make these distinctions and the amounts involved are relatively small.

Investments (other than trade investments)

This heading, previously called marketable securities, is now shown in greater detail, distinguishing British Government securities (where shown) loans to local authorities (where shown) and unquoted securities. Where no analysis of investments is given they are all classified to the residual heading, which also includes such items as overseas government securities, company securities, etc.

Tax equalization reserves

This heading, previously included in capital and revenue reserves, is now shown separately.

Provisions

This heading is no longer distinguished. In so far as provisions are treated as current liabilities by companies they are included in the heading 'trade and other creditors, etc.'. In so far as provisions are treated by companies as part of their capital they are included in the heading 'capital and revenue reserves'.

Treasury bills

Treasury bills, which were previously included in the heading 'Cash', are now shown separately.

TABLE 2. SOURCES OF COMPANY FUNDS

Proceeds from issue of loan and share capital (less redemptions)

Issues in exchange for acquiring subsidiary companies are now shown separately from issues for cash.

Increase in trade and other creditors

As in the balance sheet other creditors are no longer distinguished from trade creditors.

Total income from trading and other activities

Income from trade investments is now shown separately: previously it was included in total income from investments.

Other capital receipts, which cover two previous headings (increase in liability to minority shareholders, and other receipts on capital account), are included here since they do not fit naturally into either of the other main headings of the sources account – new capital and short-term credit.

Appropriation of income, which is appended to the total sources of company funds, is subject to four changes.

Amounts written off are distinguished from depreciation provisions.

Overseas tax is now distinguished from United Kingdom taxation, and United Kingdom taxation is split between current taxation and the *increase in future tax reserves*.

Other capital receipts are combined with retained profits to maintain the equality between the total income from trading and other activities and the appropriation of total income.

Share due to minority interests is now eliminated and appropriate amounts allocated to dividends (net) and retained profits.

TABLE 3. USES OF COMPANY FUNDS

The table now falls into three parts : payments out of income, expenditure on fixed assets, etc. and increase in current assets.

Taxation payments represent taxation as shown in the appropriation of income less the increase in current and future tax liabilities (that is 'additions to accruals: tax' shown previously as a source of funds). Similarly *dividend distributions* represent dividends (net) as shown in the appropriation of income less the 'additions to accruals: dividends' and *interest on long-term loans* represent the corresponding item – the appropriation of income less 'additions to accruals: interest'.

Expenditure on tangible fixed assets includes the surplus on the sale of fixed assets as a negative item, and the loss on the sale of fixed assets as a positive item.

The *consolidation adjustment* is now deducted from expenditure on fixed assets, etc. as it is more likely to be appropriate to this category than to others, although this is only an approximation.

Expenditure on the acquisition of subsidiaries is now divided between cash expenditure and issues of share and loan capital.

Expenditure out as provisions is now eliminated as a separate heading as a result of the new treatment of provisions mentioned in connection with the balance sheet.

Changes in holdings of liquid assets (cash, etc., tax reserve certificates and other investments) are now treated as uses of funds instead of the previous treatment where they formed a balancing item.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's Statistics on Incomes, Prices, Employment and Production.

(*Tables continued on next page*)

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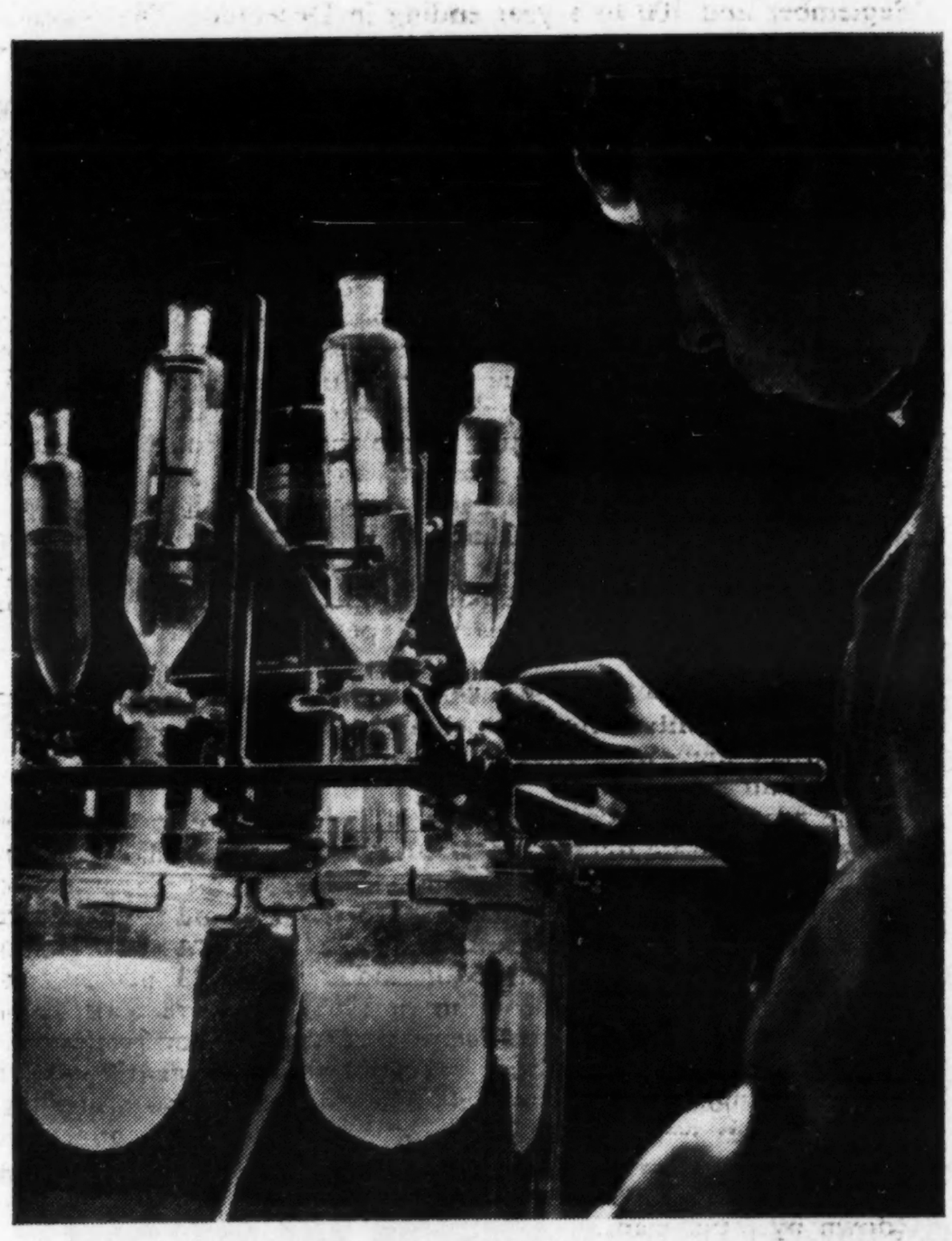

Checking the liquid flow during one of the phases in the experimental manufacture of a polymer emulsion at the High Wycombe laboratory of Progress Floor Treatments Ltd., which claims to be the world's largest concern specializing in the development and production of floor maintenance products and equipment. The company, part of the Reckitt and Colman Group, exports to most parts of the world and provides an international advisory service for public authorities and industry.

Table A: Industrial distribution of company assets, 1964

£ million
(percentage of total in brackets)

	Net assets in 1964 of companies included in present analysis (296 companies)	Net assets in 1964 of all companies included in annual analysis (1,916 companies)
Metal manufacture	928 (24)	1,493 (9)
Drink	409 (11)	1,330 (8)
Electrical engineering	363 (10)	1,302 (8)
Food	302 (8)	840 (5)
Non-electrical engineering	271 (7)	1,342 (8)
Tobacco	244 (7)	396 (2)
Vehicles	221 (6)	835 (5)
Textiles	208 (6)	1,086 (6)
Chemical and allied	199 (5)	2,255 (13)
Retail distribution	165 (4)	1,229 (7)
Other industries	408 (11)	4,977 (29)
	3,715 (100)	17,087 (100)

Table 1: Quoted companies – balance sheet summary

Accounts received between January 1 and March 31, 1966 £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
Balance sheet at end of year	1964	1965	1964	1965
Number of companies (a)	247	238	305	296
Fixed assets:				
Tangible fixed assets, net	2,108,457	2,288,485	2,365,333	2,570,544
Goodwill	69,349	50,118	80,088	62,038
Trade investments	143,072	159,766	150,760	170,343
Investment in unconsolidated subsidiaries	8,743	8,137	8,803	8,146
Total fixed assets, net	2,329,621	2,506,506	2,604,984	2,811,071
Current assets:				
Stocks and work in progress	1,148,622	1,235,545	1,237,062	1,333,273
Trade and other debtors, etc.	869,963	951,209	945,253	1,032,912
Investments (other than trade investments)	38,429	25,474	48,682	31,257
Of which:				
British government securities	11,999	3,013	12,173	3,161
Loans to local authorities	4,362	3,586	6,987	3,616
Other and unclassified quoted securities	17,929	15,434	23,045	20,420
Unquoted	4,139	3,441	6,477	4,060
Tax reserve certificates	20,542	8,662	23,389	9,050
Treasury bills	1,463	1,222	1,463	1,222
Cash	124,254	114,851	157,148	148,139
Total current assets	2,203,273	2,336,963	2,412,997	2,555,853
Less Current liabilities:				
Bank overdrafts and loans	216,723	273,600	241,598	298,392
Trade and other creditors, etc.	705,100	767,365	772,720	839,847
Dividends and interest due	80,434	76,212	95,258	90,379
Current taxation	158,307	139,824	192,910	166,970
Total current liabilities	1,160,564	1,257,001	1,302,486	1,395,588
Net current assets	1,042,709	1,079,962	1,110,511	1,160,265
Total net assets	3,372,330	3,586,468	3,715,495	3,971,336
Represented by:				
Future tax reserves	116,820	105,674	144,394	128,957
Tax equalization reserve	105,183	101,608	108,290	105,931
Long-term loans	607,464	635,809	628,211	668,805
Minority interests in subsidiaries	54,173	55,720	57,968	59,354
Shareholders' interest:	2,488,689	2,687,657	2,776,632	3,008,289
Of which:				
Ordinary shares	1,105,026	1,136,295	1,273,089	1,309,605
Preference, etc., shares	174,574	174,185	193,748	192,796
Capital and revenue reserves	1,209,089	1,377,177	1,309,795	1,505,888
Accumulated depreciation on fixed assets	1,158,984	1,275,736	1,231,379	1,356,497
Contracts for capital expenditure not provided for	159,844	162,646	176,273	174,824

(a) The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 2: Quoted companies – sources of company funds

Accounts received between January 1 and March 31, 1966 £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965
Number of companies	247	238	305	296
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	38,125	24,712	43,893	37,415
Of which:				
Ordinary shares	17,354	2,509	21,829	4,171
Preference, etc., shares	443	64	510	67
Long-term loans	20,328	22,139	21,554	33,177
In exchange for subsidiaries	41,887	42,100	45,011	44,510
of which:				
Ordinary shares	22,914	29,173	24,353	31,583
Preference, etc., shares	2,585	2,373	3,170	2,373
Long-term loans	16,388	10,554	17,488	10,554
Total receipts from issues	80,012	66,812	88,904	81,925
Increase in short-term credit:				
Increase in amount owing to banks	2,781	62,530	7,245	62,105
Increase in trade and other creditors, etc.	66,537	61,645	80,174	66,527
Total increase in short-term credit	69,318	124,175	87,419	128,632
Internal sources: income from trading and other activities:				
Gross trading profit	558,197	574,721	637,754	657,481
Income from trade investments	19,790	22,140	20,306	22,555
Income from other investments	5,268	5,616	6,813	7,021
Prior year adjustments other than tax	1,042	1,783	1,015	1,944
Other capital receipts	7,146	8,428	7,875	8,556
Other income	1,611	1,820	1,744	1,999
Total income from trading and other activities	593,054	614,508	675,507	699,556
Total sources of funds	742,384	805,495	851,830	910,113
Appropriation of trading and other income:				
Depreciation provisions	167,571	179,545	179,489	192,669
Amounts written off	778	1,062	805	1,222
Taxation	179,053	121,271	215,292	142,820
Of which:				
Current UK taxation	133,269	127,721	166,855	156,200
Increase in future tax reserves	33,669	—14,783	36,759	—17,835
Overseas taxation	16,212	18,711	16,423	18,959
Less: Prior year tax adjustments	4,097	10,378	4,745	14,504
Interest on long-term loans	32,335	34,389	33,400	36,171
Dividends (net):				
Ordinary	102,555	103,262	122,381	123,040
Preference etc.	6,171	5,981	6,958	6,676
Retained profits and other capital receipts	104,591	168,998	117,182	196,958
Total appropriations of trading and other income	593,054	614,508	675,507	699,556

Table 3: Quoted companies – uses of company funds

Accounts received between January 1 and March 31, 1966 £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965
Number of companies	247	238	305	296
Uses of funds:				
Payments out of income:				
Taxation payments	130,576	144,952	161,365	177,155
Dividend distributions	97,616	113,690	117,922	134,742
Interest on long-term loans	31,632	34,371	32,683	36,153
Total payments out of income	259,824	293,013	311,970	348,050
Expenditure on fixed assets, etc.:				
Tangible fixed assets	240,936	287,542	275,236	321,268
Adjustments due to consolidation	—8,927	2,479	—12,903	1,830
Intangible assets	—10,067	—2,141	—10,230	—1,711
Trade investments	7,924	9,635	8,592	10,591
Acquisition of subsidiaries	67,618	58,219	73,796	61,157
Of which:				
By issue of shares and loans	41,887	42,100	45,011	44,510
By cash	25,731	16,119	28 785	16,647
Other expenditure on capital account	8,514	6,410	9,365	7,166
Total expenditure on fixed assets, etc.	305,998	362,144	343,856	400,301
Increase in current assets, etc.:				
Increase in stocks	56,901	86,518	65,823	95,454
Increase in trade and other debtors, etc.	126,758	89,955	143,299	97,195
Increase in liquid resources	—7,097	—26,135	—13,118	—30,887
Of which:				
Tax reserve certificates	—1,682	—11,304	298	—13,763
Other investments	—1,609	—5,584	55	—7,818
Cash, etc.	—7,170	—9,247	—13,471	—9,306
Total increase in current assets	176,562	150,338	196,004	161,762
Total uses of funds	742,384	805,495	851,830	910,113

Industrial building in first quarter 1966

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the first quarter of 1966 together with comparative figures for other periods are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN		
1961	2,482	56·5
1962	1,888	37·3
1963	2,062	39·0
1964	2,777	58·2
1965	2,949	62·0
1964 1st quarter	663	12·8
2nd quarter	744	15·5
3rd quarter	685	15·1
4th quarter	685	14·8
1965 1st quarter	775	16·9
2nd quarter	748	15·3
3rd quarter	779	16·3
4th quarter	647	13·5
1966 1st quarter	847	16·8

1. The number and area of industrial buildings approved by the Board of Trade in the first quarter of 1966 recovered from the comparatively low rate in the fourth quarter of last year. In terms of area, the total for Great Britain was almost up to the high rate reached in the first quarter of 1965. In terms of the number of schemes approved it was considerably higher.

2. The total area of industrial building approved during the twelve months ending March 1966 at 62 million square feet was only marginally less than in the previous twelve months, but 66 per cent above the low point of the industrial building cycle, 1962.

3. For the first time, the statistics of industrial building approvals are presented in the table below in terms of the standard regions for statistical purposes revised to coincide with the regions now used for economic planning (defined in the *Board of Trade Journal* for December 31, 1965).

Regional figures

Standard Regions	Number of Schemes			Total Area (millions of square feet)		
	Year ended March 31		Quarter ended Mar. 31, 1966	Year ended March 31		Quarter ended Mar. 31, 1966
	1965	1966		1965	1966	
GREAT BRITAIN	2,889	3,021	847	62·3	61·9	16·8
Northern	219	219	55	7·5	5·6	1·6
Yorkshire and Humberside	345	311	87	6·2	6·2	1·6
East Midlands	214	217	67	4·1	3·8	1·3
East Anglia	115	137	49	2·6	2·3	0·9
South-east	740	728	210	12·8	10·8	2·6
of which Greater London Council Area	205	201	67	3·8	3·1	0·8
South-western	187	189	54	4·3	3·3	1·0
Wales	121	130	35	3·5	4·7	1·2
West Midlands	363	388	114	5·4	5·3	1·8
North-western	369	437	115	8·8	9·9	3·0
Scotland	216	265	61	7·2	9·9	1·7

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures in the Monthly Digest of Statistics which relate to schemes for manufacturing industry only. Figures of area have been rounded to the nearest 100,000 square feet.

Overdrafts of the nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at April 20, 1966, amounted to £73.6 million, of which £65.2 million was from the clearing banks and £8.4 million from the Scottish banks.

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THE FOLLOWING TITLES and issues of Business Monitor Production series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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The economy in 1965

THE WHITE PAPER 'Preliminary Estimates of National Income and Balance of Payments, 1960 to 1965,' published on April 27 (Cmnd. 2966 HMSO, price 2s. 3d.), contains the main national income figures for 1965, with comparable figures for earlier years. The estimates for 1965 have been revised and added to since publication of the 'Economic Report on 1965'. Also in the White Paper are the corresponding annual balance of payments figures, which were published in the March 1966 issue of *Economic Trends.*

A detailed analysis of the national income figures made by the Central Statistical Office appears in an article in the April issue of *Economic Trends* (HMSO, price 7s.), also published on April 27. The article gives the usual quarterly estimates corresponding to most of the annual figures given in the White Paper, and amplifies the information already given in Parts 3, 4 and 5 of the 'Economic Report'.

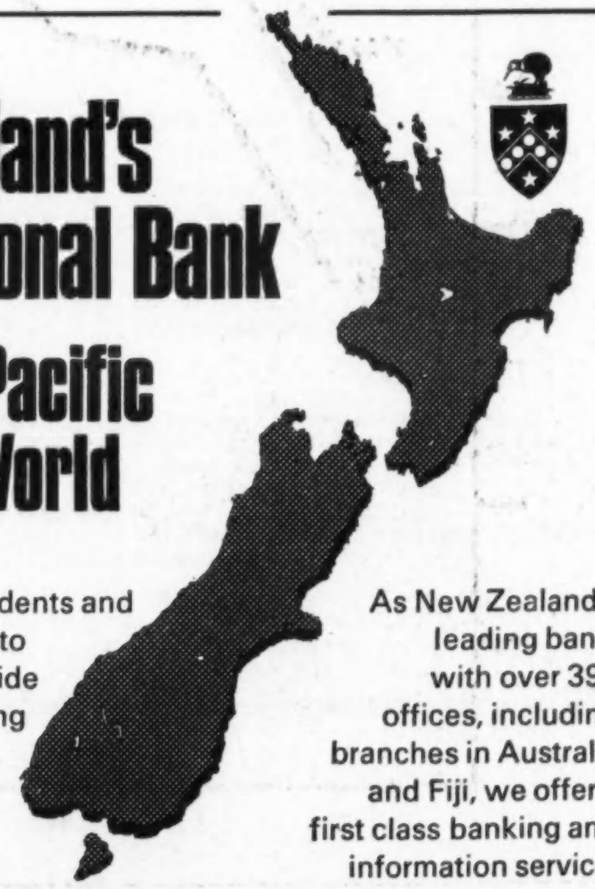
Also published on the same date was the White Paper 'Loans from the Consolidated Fund, 1966-67' (Cmnd. 2974, HMSO, price 2s. 3d.), which continues the series of annual reports on Government lending and on the financing of the capital requirements of the nationalized industries.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

New Zealand's International Bank links the Pacific with the World



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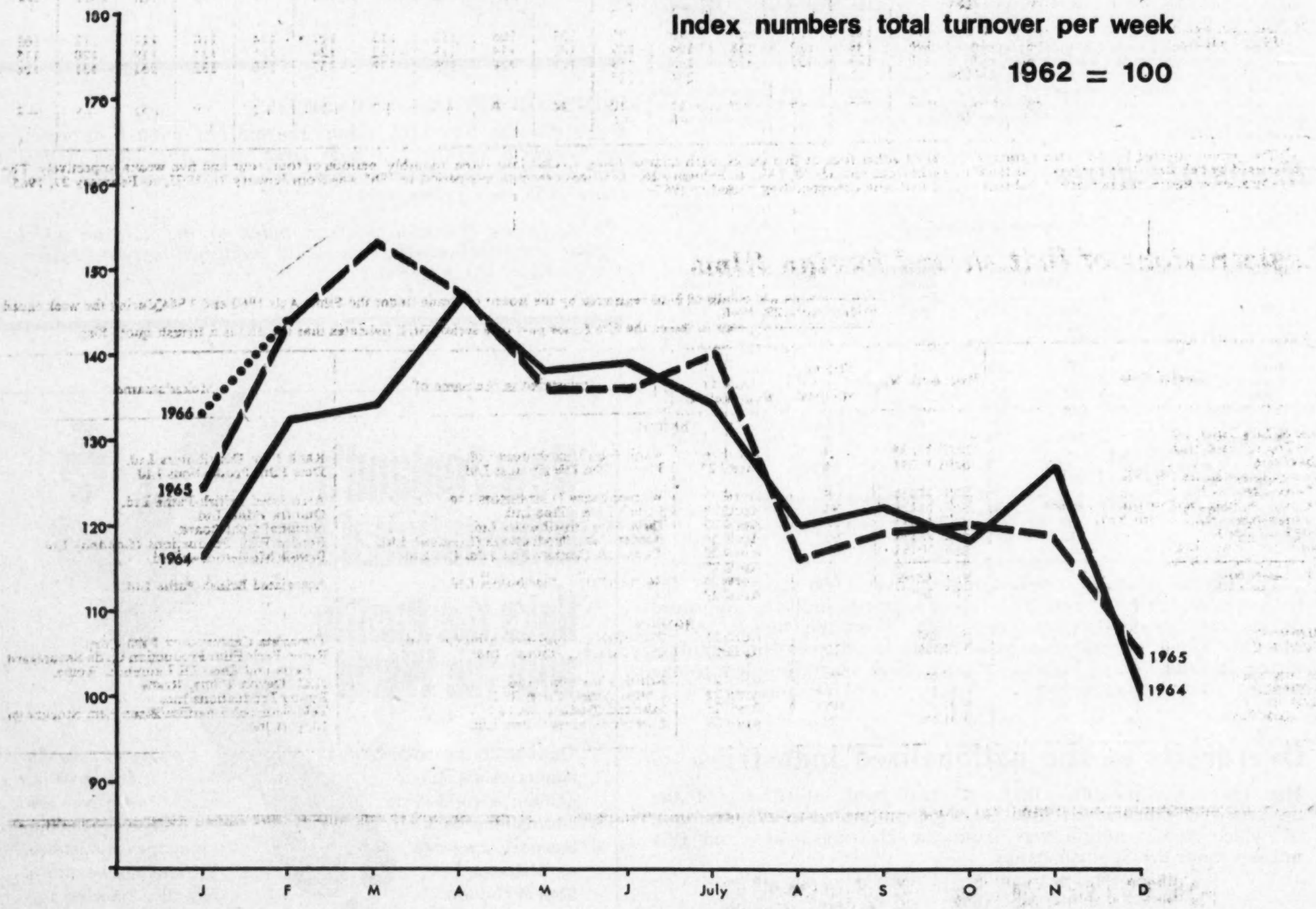
Turnover in the motor trades in February

THE TOTAL TURNOVER of the motor trades in February showed no change from that recorded in February 1965 compared with an increase in trading in January of 7 per cent over that in January last year. The February experience, however, was similar to that shown in the last quarter of 1965, when total turnover was at much the same level as in the fourth quarter of 1964. The somewhat different experience for January and February as compared with a year earlier was largely caused by the irregular movement in sales of new motor vehicles of which passenger cars are the dominant factor.

Sales of new motor vehicles in February, which were 6 per cent lower than in February 1965, showed a marked contrast with January when sales were 7 per cent higher than in the corresponding month of last year. The February experience appeared, however, to be more in line with that shown in the fourth quarter of 1965 when sales were 8 per cent below the level of the fourth quarter of 1964. It is likely that sales of new motor vehicles were influenced by the tightening of hire purchase restrictions which took place early in February; moreover, the comparison with the experience in February last year reflects the high level of sales recorded in that month when demand was inflated by anticipatory buying prior to the Budget.

Of the other components of total turnover shown separately in the table, sales of second-hand motor vehicles in February showed no increase over the level of sales in February last year, while all other sales and receipts, 6 per cent higher than in the corresponding month of last year, continued to show a steady increase.

TURNOVER IN THE MOTOR TRADES



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Turnover of the motor trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	138(b)					133	144										
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	+3	—2	+2	—6	+5
	1966	+3(b)					+7	Nil										
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
(£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	161(b)					155	166										
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	Nil(b)					+7	—6										
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	125(b)					111	138										
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966	+2(b)					+4	Nil										
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	125(b)					124	126										
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+8
	1966	+7(b)					+8	+6										

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1966 turnover was the four weeks from January 30, 1966, to February 26, 1965; the corresponding period in 1965 was from January 31, 1965, to February 27, 1965.
(b) Cumulative figures for January to February compared with corresponding period of 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, April 29, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 29:					
On Top of the World	Br/E 31235	9	April 26	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Zabaglione	Br/E 31237	14	April 27	Planet Film Distributors Ltd.	Dais Film Productions Ltd.
Pathe Pictorial Series 586/598:					
Pathe Pictorial No. 593	Br/E 31238	8	April 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Morgan – A Suitable Case for Treatment	Br/E 31239	97	April 28	British Lion Films Ltd.	Quintra Films Ltd.
Mining Review No. 9 – 19th Year	Br/E 31243	10	April 29	Data Film Distributors Ltd.	National Coal Board.
Round the Bend	Br/E 31244	31	April 29	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Movietone News 1924	Br/E 30863	7	April 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1924A	Br/E 30864	8	April 29	,, ,,	,, ,,
Pathe News 66-33	Br/E 30949	10	April 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-34	Br/E 30950	8	April 29	,, ,,	,, ,,
			FOREIGN		
Stagecoach	F 31234	114	April 26	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
Pierrot le Fou	F 31236	110	April 27	Gala Film Distributors Ltd.	Rome Paris Film Production G. de Beauregard, Paris and Dino Di Laurentis, Rome.
The Spy Killers	F 31240	79	April 28	British Lion Films Ltd.	N.C. Devon Films, Rome.
Skaterdater	F 31241	17	April 28	United Artists Corp. Ltd.	Byway Productions Inc.
Morianna	F 31242	97	April 28	Sebricon Productions Ltd.	Television och Smatfilm/Bison Film, Stockholm.
Damaged Goods	F 31245	75	April 29	Compton-Cameo Films Ltd.	Lippert Inc.

Economic Trends

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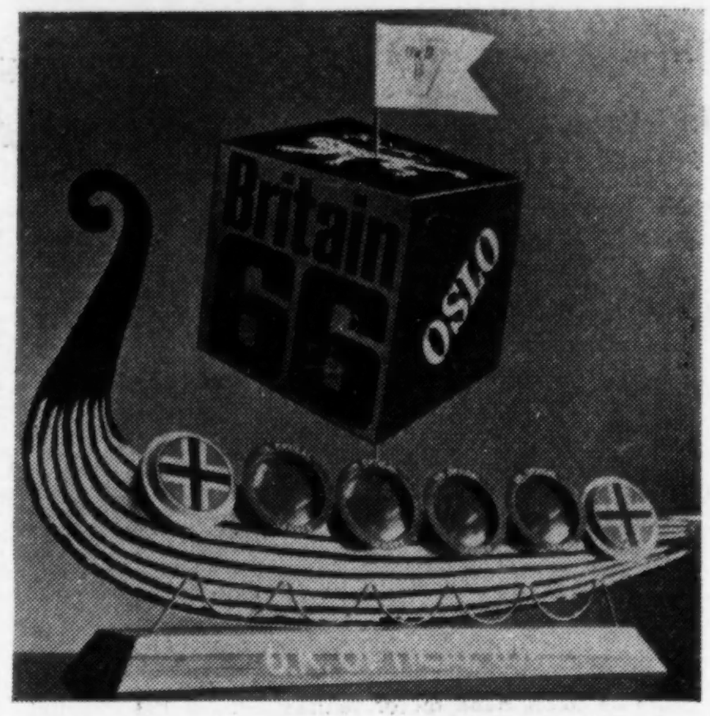
Exhibitions and Fairs

Britain '66 aims to increase Anglo-Norwegian trade



'THE AIM OF the present British Fortnight in Oslo is to sell more British goods to Norway, so that Britain may in turn buy more from Norway', said Mr. Douglas Jay, President of the Board of Trade, speaking at a press conference in Oslo on April 30, opening day of the British Trade Fair and Fortnight, to which HRH Prince Philip, Duke of Edinburgh, paid a visit on May 2.

The President continued: 'I am specially glad to have had the opportunity of making my present visit to Oslo, of attending this press conference, and of dispelling some misconceptions about the trade relations between our two countries. I greatly regret that there should have been these misunderstandings, in view of the long and friendly association between our countries, and the traditionally harmonious relations between us in matters of trade. Norway and Britain both need each other, and each other's goods. Though, therefore any method of checking excessive imports and correcting a balance of payments deficit must affect other countries trade, I should like to give some essential facts and figures in order to put into perspective the United Kingdom import surcharge, which is in any case temporary and which we intend to get rid of as soon as we can.'

Britain was buying more from Norway at present than Norway was buying from Britain, said the President. In 1965 British imports from Norway were £106 million (2,114 million kroner) and Norway's imports from us only £95 million (1,903 million kroner). Secondly, the increase in our purchases from Norway had been much larger than in Norway's purchases from us since the Stockholm Treaty was signed. In 1965 Britain imported 65 per cent more from Norway than in 1959, while Norway imported only 51 per cent more from us. Thirdly, British imports from Norway have continued to increase in the past 18 months during which our temporary import surcharge had been in force. In 1965 our imports from Norway were, he repeated, £106 million (2,114 million kroner) against £100 million (1,994 million kroner) in 1964. Fourth, British imports from Norway had increased faster than Norway's imports from us since the surcharge had been in force. In 1965 British imports of Norwegian goods rose by 6 per cent; and Norwegian imports of British goods increased by only 1½ per cent.

'We are very anxious to see this balance redressed', said the President, 'because we place the very highest value on Anglo/Norwegian trade, and wish to see a continued increase of trade in both directions.'

Over 70 per cent of Norwegian exports to the United Kingdom were exempt from the import surcharge altogether. About 20 per cent of Norway's exports went to the United Kingdom, and only about the same proportion of her gross national product was exported. Therefore only just over 1 per cent of the total product of the Norwegian economy was affected by the surcharge. Moreover, while Norwegian exports to the United Kingdom of goods paying the surcharge were 5 per cent lower in 1965 than in 1964, in the second half of last year Norwegian exports to the United Kingdom of such goods were actually 5 per cent higher than in the corresponding period of 1964.

The Stockholm Convention provided that any EFTA member country might use temporary quota restrictions on imports to safeguard its balance of payments. One country or another country was bound to be in deficit from time to time; and if there were no means of correcting such deficits, Free Trade Areas could not function at all. Nobody disputed that Britain was in serious deficit in the autumn of 1964, or that something had to be done to check the extraordinarily sharp rise in imports. In 1964 our imports from all sources were 14 per cent higher than in 1963; our imports from our EFTA partners were 23 per cent higher; and our imports from Norway were no less than 36 per cent higher. These were rates of increase which could not be sustained. The United Kingdom chose a surcharge rather than a quota, because we believed it would be less frustrating to the trade of all concerned. The President had repeatedly asked friends in other EFTA countries whether they would have preferred us to use quotas; 'I have never yet received a positive answer', he said.

The President went on: 'I believe that in the friendly spirit that prevails at EFTA meetings this problem also can be settled, and that our mutual trade can continue to rise as it has in the last six years. EFTA internal trade as a whole is now over 90 per cent above 1959, and as a free trade area EFTA has been an outstanding and growing success. All the

Mr. Douglas Jay, President of the Board of Trade, seen speaking at the opening ceremony of the British Trade Fair and Fortnight in Oslo held at the Great Hall of Oslo University, which was attended by King Olav, Crown Prince Harald and members of the Norwegian Government. HRH the Duke of Edinburgh also visited the fair earlier this week. (Fox Photos)

Britain '66 in Oslo carries imprint of success

By Eric Turnbull, Industrial Correspondent, Central Office of Information.

ALTHOUGH Norway is small by population standards – about 3.8 million in an area of some 125,000 square miles, the opportunities offered to British industry are immense. In 1964, for example, Norwegian imports totalled £707 million. Britain's share of this market was about £88 million. Latest figures for 1965 suggest that this figure dropped to something like £86 million. The opportunity to increase this share of the Norwegian market should be good and the period to May 15 can be looked upon as the spearhead of a concentrated effort to raise the value of our exports to this long-friendly Scandinavian country.

Walking through the flag-bedecked, British-look Oslo streets there can be no doubt that Britain '66 carries the imprint of success. In the Varemesse Exhibition Hall the more concrete and hard-selling approach can be seen – and seen to be working.

Many of the British firms exhibiting, directly or through established agents, have made a positive contribution to British-Norwegian trade ties. Other firms are breaking fresh ground.

Their presence in Oslo is a response to the challenge of a market that could bring high rewards. Just how well Britain matches up to the direct quest is for Norway to judge but a tour of the Exhibition Hall some hours after the official opening was reassuring.

The 190 stands inside the hall carry goods ranging from sweets and cheeses to the most sophisticated developments in steel, glass and electronics. Side by side with some of Britain's largest and most successful exporting companies are the smaller firms who may be tackling the Norwegian market for the first time.

One of the main features of the Trade Fair is the number of stands publicizing the banking, insurance and shipping services of Britain. One of the most eye-catching is the stand of Lloyds of London, where the work of this internationally famous insurance agency and world centre of shipping intelligence is graphically illustrated.

A small working section of Lloyds, as well as photographic displays are on view. The stand also includes a replica of Edward Lloyd's coffee house in 1688 where the world-famous business began. Lloyd's waiters, in traditional top hats and red coats, are also in attendance.

Other services in force include the Aberdeen Harbour Board, British Transport Docks Board, the City and County of Newcastle-upon-Tyne (whose Mayoress is due to visit Oslo towards the end of the Show), Leith Dock Commission, Hambros Bank and the London Clearing Banks.

The United Kingdom Atomic Energy Authority is presenting the major advances made by Britain in the use of nuclear energy. Diorama displays show details of the world's most powerful nuclear power station – Dungeness B 1-1 and an analysis is given of Britain's lead in electricity generation by nuclear power.

One of the most comprehensive displays has

(*Continued on page* 1019)

A replica of Big Ben stands next to the City of London pavilion – rebuilt in record time after its destruction by fire – at Oslo British Trade Fair. (Fox Photos)

PRESIDENT IN OSLO (continued)

signs are that, by the time protective tariffs within EFTA are fully removed at the end of this year, trade between Members will have doubled in a period of only seven years. We must see more short-term problems against this perspective. British industry also has its disappointments to raise with the Norwegian Government, as Norway has with the British Government. For instance, your revenue duties on motorcars are regarded by our motor industry as contrary to the spirit of EFTA. They mean that British motorcars selling in Norway have to bear a substantial rate of duty *and* get no tariff advantage over non-EFTA goods while Norway's industrial exports selling in the United Kingdom do get a preferential advantage. We have asked, and shall continue to ask, the Norwegian Government to amend this system.'

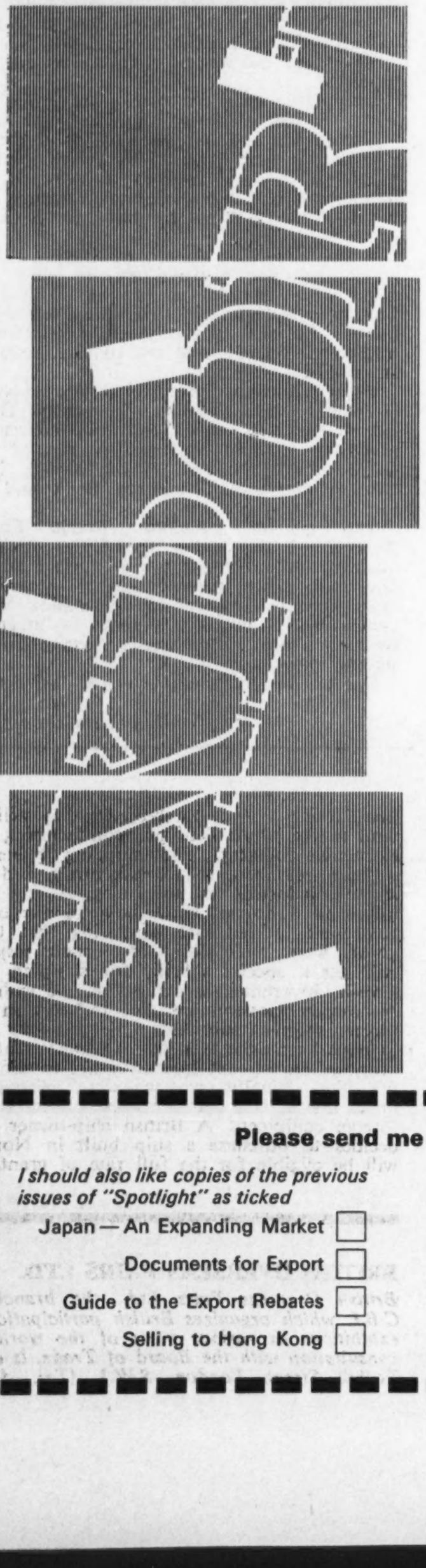
The present British Government was determined to maintain the strength of our currency, and to establish our balance of payments on a sound basis. This was as much in the interest of the rest of EFTA, and of all those who used sterling, as of ourselves. Though we had taken many other steps to restore a payments surplus, this could not be effectively achieved unless exports were promoted and imports restrained. We had already made great progress in the last 18 months; but the recovery was not yet complete. It was in everyone's interest that it should be completed as soon as possible.

'I would also like to correct a misconception which has arisen about the new investment incentive scheme which the British Government are introducing', said the President. 'This is also designed to speed up the modernization process now being carried forward in British industry, and so to increase our power to buy from abroad. We are substituting an investment grant for the previous investment allowance, because this will be more simple and certain from the industrialist's point of view. This grant, however, has been completely misrepresented as a sort of subsidy to industry, or even a special subsidy to shipping. In the first place, it is not a subsidy towards current costs or current profits at all, but a grant on the capital cost of new equipment. Secondly, it is not something new, but a replacement of the previous system of investment allowances; and in total most firms will not receive materially more, though they will in time benefit by more certainty and speed. Almost all systems of income and profit taxation throughout the world include some form of capital allowance. Thirdly, these grants are not peculiar in any way to shipping; they will extend to the whole field of manufacturing and extractive industry. The shipping industry's position relatively to manufacturing and extractive industries is not being in any way improved. I do not know how anyone could have been misled into supposing that these grants were some form of current subsidy, still less a special subsidy for shipping. The British Government is entirely at one with the Norwegian Government and Industry in deploring shipping subsidies; and I am very glad to have been able to point out today that the proposed investment incentives are nothing of the kind. Finally, we make no distinction under this scheme between home-produced and foreign equipment. A British ship-owner who decides to purchase a ship built in Norway will be eligible for the full rate of grant.'

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey*

SPOTLIGHT ON OVERSEAS TRADE No. 10



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is the subject of the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest on overseas trade.

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To: The Panel for Overseas Trade Development, Midland Bank, Overseas Branch, 60 Gracechurch Street, London EC3. Telephone MONarch 9944

been arranged by the Engineering and Building Centre of Birmingham. Products from some 22 companies include vending machines, carpets, light diesel and petrol engines, brass and metal work and wires, pumps and lifting equipment. A few of the firms participating in the group display are Becker Equipment and Lifts Ltd., Fisher and Ludlow Ltd., the Villiers Engineering Co. Ltd., Autonumis Ltd. and Carbide Impregnation Ltd. The Centre is a non-profit making organization that supplies full information on British engineering and building products and processes to overseas inquirers.

Many of Britain's largest industrial concerns are here in force. English Electric, Thorn Electrical Industries, BTR Industries, Telcon Plastics, Dunlop, Colchester Lathe Co. and Perkins Engines Ltd., are but a few that are showing the latest developments available to the Norwegian market.

British Insulated Callender's Cables, one of the world's largest cable making firms is showing a wide range of cables, connectors, capacitors and various accessories relevant to Norway. Highlight of the stand is an illustrated display panel featuring two capacitor banks built into an electrical power substation near Oslo.

Opposite BICC's stand, Rolls-Royce are showing the Silver Shadow saloon, introduced last year. There is also a wide range of aero engines including the Dart R.DA6 turbo-prop and the Spey RB 146R turbo-fan. Aircraft engines account for over 75 per cent of Rolls-Royce business and the company is currently supplying prop-jets for eight twin-engined airliners to be put into service by the Norwegian line Braathens Airtransport.

The three large car manufacturers, Rootes, Standard-Triumph and BMC have taken almost a quarter of the first floor to present a miniature motor show. The stands, dressed as impeccably as at any London Motor Show, give Norwegians the opportunity to see Britain's latest and best in saloon and sports cars.

Steel and shipbuilding industries are well represented also. The largest stand in the fair is that of the British Iron and Steel Federation which shows the various steels available for use in civil and general engineering, transport and shipbuilding. Other internationally famous steel companies on show are Richard Thomas and Baldwins, the Steel Company of Wales, which recently announced a £38 million development scheme at Port Talbot, and John Summers and Sons Ltd., specialists in sheet and plastic coated steels.

Pilkington Bros. are taking the opportunity to introduce to Norway a glass insulation unit which is claimed to make traditional methods of double glazing obsolete.

Another large stand is that of the Shipbuilding Conference. Built to resemble a ship's superstructure one of the main exhibits is three-dimensional explanation of the articulated ship.

In addition to heavy and light industry the consumer sections of the fair are expected to draw large crowds. A supermarket stocked by some 50 British companies is certain to be one of the exhibition magnets. Special food days have been arranged to step up interest – if, indeed, interest will be needed to be stepped up.

Large crowds are also expected on the stand where five room settings, furnished in modern British style, have been arranged jointly by Ideal Home Magazine and the Council of Industrial Design. Other stands in the consumer section show the latest design trends in carpets, washing machines, television and radio sets, glassware, tape recorders, refrigerators, china and pottery. For the do-it-yourself handyman there are several stands showing the latest hand tools.

Outside the Exhibition Hall there is a display of mobile cranes, lorries, caravans and scaffolding. Leyland's are showing its latest Freightline Beaver truck with Ergomatic tilt cab, Austin has a range of industrial lorries, and towering above all else are the three Jones mobile cranes of K. and L. Steelfounders.

Dominating one end of the Exhibition Hall is a 28-ton six-bladed propeller worth some £28,000. Manufactured by Stone Manganese Marine Company of Birkenhead, the propeller will be delivered to a Norwegian shipbuilder after the fair and will help to drive a 113,000-ton tanker.

Two cinemas in the Exhibition Hall will be showing a programme of industrial films throughout the fortnight. One cinema, built by Lloyd's Register of Shipping, holds 40 people while the other, which will show award winning British films from last year's International Film Festival, held at Rouen, has a capacity of 400.

Two business seminars are being held during the fair. At the first leading British and Norwegian industrialists will discuss the problems of management in a modern industrial society. This will be followed by a one-day seminar on 'Transport services today' at which speakers will be drawn from the higher echelons of British and Norwegian shipping companies, airlines, travel associations and banks.

Away from the industrial front a series of supporting events has been planned to appeal to even the most discriminating tastes. Ballet, a performance of Handel's Alexander's Feast, with British soloists, and exhibitions of modern sculpture and paintings are but three of a crowded programme of cultural events. One thousand balloons were released before a large audience immediately after the official opening.

If there was at any time a suggestion that Britain '66 would prove an unpopular venture to the Norwegians this was dissipated some days before the opening. As one of Oslo's leading daily papers wrote: 'It is in the interests of Norway, as well as Britain, that Britain '66 is successful. It is an expression of the good neighbourliness that has always existed between the two countries.' And that is the note that was only too apparent a few hours after Britain '66 was launched.

Oslo shipowners see British shipbuilding film

THE BRITISH SHIPBUILDING INDUSTRY gave the first overseas showing to the new 14½-minute colour film 'Ships for the World – Built in Britain' in Oslo on May 4. About 300 Norwegian shipowners and other guests were invited to see the film.

Made by the Rank Organisation Advertising Films Division, the film was jointly sponsored by the British Shipbuilding Industry and the Central Office of Information. The British Shipbuilding Industry is participating in the British Trade Fair which opened at Messehallen, Sjolyst, Skoyen, Oslo, 2, on April 29.

The new film will be used widely both at the exhibition, and in other Norwegian towns after the Fair closes on May 15.

Mr. Mason to visit German packaging exhibition

MR. ROY MASON, Minister of State at the Board of Trade, is to fly to Dusseldorf on May 17 to visit the International Packaging Exhibition (Interpack). This event, which will be open from May 12 to 18, will include a British group exhibit organized by the Institute of Packaging under the Board of Trade's joint venture scheme.

A representative section of the British packaging industry will contribute to the 6,000 sq. ft. group exhibit, where some 20 firms will display a wide range of modern packaging machinery and equipment. Exhibits will include automatic machines for weighing, filling, capping, wrapping, sealing and labelling. Other exhibits will range from decorated metal containers to bottle breaking equipment and tape dispensers. Officials from the Institute of Packaging will staff an information inquiry bureau where packaging directories and trade and technical journals will be displayed alongside a range of the Institute's publications.

In addition to touring the joint venture exhibit Mr. Mason will visit other stands displaying British equipment elsewhere in the exhibition. The Minister will attend a luncheon given by the Exhibition Organizers and an evening reception given for him by the Institute of Packaging, to which all British exhibitors will be invited.

Decorative Lighting Exhibition

THE SIXTH Decorative Lighting Exhibition, sponsored by the Decorative Lighting Manufacturers' Association, is this year being held at the New Horticultural Hall, London, from June 20 to 23.

The organizers are Trade Promotion Services Ltd., 185 High Road, Chadwell Heath. (Tel. Goodmayes 0175). They say that with most of the leading British manufacturers and distributors, together with important continental manufacturers, putting their new autumn lines on display, it is expected that attendances by the 6,000 home and 1,000 overseas buyers who have been invited will break all previous records.

'Miss Bohemia' admiring a £100 engraved Bohemian glass vase, part of a display staged at the Czech Embassy held in honour of a party of Czech glass delegates on a reciprocal visit to the British Glass Manufacturers Federation.

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (published on March 4, 1966)

The next full supplement will be published on July 1; and the next monthly list of amendments on June 3.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE – 1966
Delete:

STRAUBING: 'MODEHAUS SALLINGER' STORE PROMOTION – April 30-May 12, 1966.

HELSINKI: THIRD INTERNATIONAL TRADE FAIR – September 15-25, 1966.

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – September 18-25, 1966.

Amendments:

AMSTERDAM AND THE REST OF THE NETHERLANDS: 'EUROPEAN MONTH' BY N.V. SPAR CENTRALE.

This promotion of European foodstuffs originally planned for May has been deferred until October to allow time for more thorough preparations and has been extended from a week to a month. About 1,500 shops in the Spar chain of independent grocers will participate and each shop will contain a section devoted exclusively to British foodstuffs.

Spar would welcome information about new products, including samples, prices and advertising literature from British food manufacturers. The address to write to is: H. Lentelink, N.V. Spar Centrale, Europahuis, James Wattstratt 79, Amsterdam 0.
(Mr. P. S. E. Hooper, Ext. 2755)

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 26-28.

This entry should be amended to read:

A joint venture with the Clothing Manufacturers' Federation (23 firms).
(Mr. J. A. Swinton, Ext. 2777).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 9-11.

This entry should be amended to read:

Possible joint ventures with: (1) Federation of British Horticultural Exporters (6 firms); (2) British Art Metal Export Group (7 firms); (3) British Electrical and Allied Manufacturers' Association.
(Mr. J. A. Swinton, Ext. 2777).

LILLE: 'AU PRINTEMPS' STORE PROMOTION – October 10-22.

The purchasing of British goods will be handled by Mr Schoettl, head of the Purchasing Department in Paris.
(Mr. R. W. Earwicker, Ext. 2763).
(Miss M. S. Jones, Ext. 2788).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 23-25.

This entry should be amended to read:

Joint ventures with the Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain (9 firms).
(Mr. N. Sommers, Ext. 3559).

Additions:

BRUSSELS: LE MANTEAU, STORE PROMOTION – May.

This chain of six women's fashion shops is staging a promotion to illustrate the theme 'The Young London Look' which will coincide with the visit to Belgium of HM the Queen from May 9-11.
(Mr. P. S. E. Hooper, Ext. 2755).

LUXEMBOURG: GRANDS MAGASINS, MONOPOL, STORE PROMOTION – September 12-24.

The store is mainly interested in ladies' garments, made-up articles for men, haberdashery and underwear. There will also be opportunities for the sale of toys and fancy goods. The store is considering the sale of made-to-measure suits. The Board of Trade will be supplying display material and will assist the store in obtaining a number of supporting features.
(Mr. P. S. E. Hooper, Ext. 2755)

ZURICH: DISPLAY BY THE FEDERATION OF BRITISH CARPET MANUFACTURERS – September 13-16.

A joint venture with the Federation of British Carpet Manufacturers (9 firms).
(Mrs. J. E. Buckley, Ext. 2782).

METZ: INTERNATIONAL AUTUMN FAIR – September 28-October 9.

Information stand manned by the British Mechanical Engineering Federation.
(Mr. R. J. Ager, Ext. 2783).

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 8-16.

Possible joint venture with the National Council of Building Material Producers. Interested firms should contact The Building Exhibition, 11 Manchester Square, London, W.1 who are acting as the Council's agents.
(Mrs. J. E. Buckley, Ext. 2782).

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 21-31.

Possible joint venture with the British Radio Equipment Manufacturers' Association (5 Firms).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT (IFAS) – November 24-28.

Possible joint venture with the Surgical Instrument, Equipment and Appliance Export Group (10 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Additions – 1967:

HAMBURG: BOAT SHOW – January.

Joint venture with the Ship and Boat Builders National Federation.
(Mr. N. Sommers, Ext. 3559).

EASTERN EUROPE – 1966
Delete:

PRAGUE: BRITISH TEACHING MACHINE EXHIBITION – May 16-20.

Amendments:

MOSCOW: AGRICULTURAL MACHINERY AND EQUIPMENT EXHIBITION – May 16-29.

The joint venture at this event is now being sponsored by the London Chamber of Commerce.
(Mr. J. M. Stuart, Ext. 2785).

BUCHAREST: BRITISH EXHIBITION OF AGRICULTURAL AND CONSTRUCTION MACHINERY –

The dates for this event have been amended to October 14-21.
(Mr. R. C. Pearson, Ext. 2262).

UNITED STATES – 1966
Additions:

WASHINGTON: NATIONAL MICROFILM ASSOCIATION CONVENTION – May 17-19.

Joint venture with the Drawing Office Material Manufacturers' and Dealers' Association.
(Mr. J. M. Stuart, Ext. 2785).

CHICAGO: BASKIN CLOTHING CO.

This promotion will feature British menswear and will take place in early October 1966.

No London Buying House is known for this store.
(Mr. R. A. Hillier, Ext. 2177).

SAN FRANCISCO: R. H. MACY AND CO. INC.

This promotion will feature consumer goods from Britain and other European countries and will take place from November 3-19, 1966.

The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583.)
(Mr R. A. Hillier, Ext. 2177).

NEW JERSEY: BAMBERGERS.

This promotion will feature consumer goods from Britain and other countries and will take place during the Christmas period 1966.

The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Ext. 2177).

ASIA – 1966/67
Delete:

PEKING: PROGRAMME OF EXHIBITIONS.

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Luxembourg, Italy, Austria, Switzerland	Ext. 2782
Belgium, Netherlands, France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2788
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II
Amendments – 1966:

MADRID: 6TH WORLD FORESTRY, FURNITURE, FISHING AND HUNTING EXHIBITION.

The dates of this event are June 4-19, 1966, and not June 4-9, as shown in the *Board of Trade Journal* of March 4, 1966.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.

The Board of Trade have been informed that this event has become international in character. The Regulations for this fair will be similar to those in force for the Barcelona and Valencia Samples Fairs. Further details of the Regulations and import facilities can be obtained from the Overseas Trade Fairs Directorate of the Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2788).
(Miss M. S. Jones).

SALONIKA: INTERNATIONAL TRADE FAIR.

The Board of Trade have been informed that the International Trade Fair will take place from September 4-25.

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC).

The Board of Trade have been informed this event will take place from September 10-14, and not on the dates previously shown in the *Board of Trade Journal.*

Additions – 1966:

MANILA: EXHIBITION OF MACHINERY FOR SMALL SCALE INDUSTRIES – June 3-9.
Apply, National Cottage Industries Development Authority, Manila.

STOCKHOLM: EXHIBITION OF TEACHING EQUIPMENT – August 15-20.
Apply, Mr. Waril, Swedish Board of Education, Tekniska Gymnasiet Karlstad, Stockholm.

GOTHENBURG: HOME AND HOUSEHOLD EXHIBITION – September 10-18.
Apply, Utstallningen Dagens Hushall, Kopmannens Hus, Vasagatan 52, PO Box 3067, Gothenburg 3.

OSLO: 'DAGENS HUSHOLDING,' TODAY'S HOUSEKEEPING, 1966 – September 29-October 9.
Apply, The Association of Grocery Retailers, Oslo.

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – November 24-28.
Apply, Arbeitsgemeinschaft Fur Fachausstellungen, Sekretariat : Louquaiplatz 13, Vienna 6.

Amendments – 1967:

FRANKFURT: AUTUMN TRADE FAIR.
The Board of Trade have been informed that this event will now take place from August 27-30, and not on the dates shown in previous issues of the *Board of Trade Journal.*

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF).
The Board of Trade have been informed that this event will now take place from November 21-24, and not on the dates shown in previous issues of the *Board of Trade Journal.*

Additions – 1967:

PARIS: INTERNATIONAL TOY FAIR – February 5-11.
Apply, Salon International du Jouet, 93, rue de Turenne, Paris, 3e.

LEIPZIG: INTERNATIONAL SPRING FAIR – March 5-14.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March.
* Apply, Salon International De L'Automobile, 5, Rue Du Jacques-Balmat, Geneva.

GOTHENBURG: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1.

ZAGREB: INTERNATIONAL SPRING FAIR – April 15-23.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

COLOGNE: INTERNATIONAL EXHIBITION OF CLOTHING MACHINERY – August 24-27.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1966:

NDOLA: ZAMBIA TRADE FAIR – July 2-4.
Apply, The Secretary, NR Show, PO Box 1058, Ndola, Zambia.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 11-15.
Apply, National Housewares Manufacturers' Association, 1130 Merchandise Mart, Chicago 111, 60654.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 14-17.
* Apply, Charles Snitow Organization, Inc., 331 Madison Avenue, New York, N.Y. 10017.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION 'ELECTRA 66' – August 24-31.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

CHICAGO: MARINE TRADES EXHIBIT – September 22-29.
* Apply, The Outdoor Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

CHICAGO: 22ND ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 3-5.
Apply, General Manager, National Electronics Conference, Inc., 228 North La Salle Street, Chicago, Illinois 60601.

JOHANNESBURG: PLASTICS EXHIBITION – October 4-8.
Apply, South African Exhibition Organizers (Pty) Ltd., P.O. Box 2900, Johannesburg.

CHICAGO: NATIONAL SHOE FAIR – October 9-12.
* Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, N.Y.

JOHANNESBURG: MECHANICAL ENGINEERING EXHIBITION – November 2-19.
* Apply, S.E.E. Exhibitions (Pty) Ltd., Subsidiary of S.A. Exhibition Organizers (Pty) Ltd., P.O. Box 2900, Johannesburg.

CHICAGO: SCREEN PROCESS PRINTING ASSOCIATION WORLD CONVENTION AND TRADE SHOW – November 9-12.
Apply, Carl D. Soresi, Executive Director, Screen Process Printing Association International, 1145 19th Street, N.W., Washington, D.C., 20036.

NEW YORK: NATIONAL SHOE FAIR – November 13-16.
* Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, N.Y.

Additions – 1967:

NEW YORK: NATIONAL BOAT SHOW – January 11-22.
* Apply, National Association of Engine and Boat Manufacturers Inc., 420 Lexington Avenue, New York, N.Y.

LOS ANGELES: 11TH ANNUAL SOUTHERN CALIFORNIA BOAT SHOW – February 17-26.
Apply, Southern California Marine Association Inc., 630 South Kenmore Avenue, Los Angeles 5, California.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 6-10. At the Great Western Exhibit Centre.
Apply, American Society for Metals, Metals Park, Ohio.

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 20-24.
* Apply, William C. Copp, 72 West 45th Street, New York, N.Y. 10036.

CHICAGO: TOOL EXPOSITION (ASTME) – April 24-28.
Apply, American Society of Tool and Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan 48128.

CHICAGO: NATIONAL CHEMICAL EXPOSITION – September 12-15.
Apply, J. J. Doheny, 86 E. Randolph Street, Chicago, Illinois 60601.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions – 1966:

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 30-December 10. At Olympia.
* Apply, Associated Newspapers Ltd., Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

Additions – 1967:

LONDON: INTERNATIONAL BOAT SHOW – January 4-14. At Earls Court.
* Apply, National Boat Shows Limited, 31 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

LONDON: RACING CAR SHOW – January 4-14. At Olympia.
* Apply, Ian H. Smith, Esq., Racing Car Show, 347 Goswell Road, London, E.C.1. (Tel. Terminus 4725).

HARROGATE: INTERNATIONAL TOY FAIR – January 7-12.
* Apply, Mr. G. Wilkinson, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BLACKPOOL: 18TH INTERNATIONAL GIFTS FAIR – February 6-10.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex. (Tel. Goodmayes 0175/8).

LONDON: INTERIOR DESIGN AND CONTRACT FURNISHING, INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – February 27-March 3. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: THE FOOD MACHINERY EXHIBITION – April 3-7. At Earls Court.
Apply, The Trades Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

HARROGATE: 'AUTUMN SHOES' EXHIBITION – April 10-13.
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W.1. (Tel. Gerrard 5573/5).

LONDON: 15TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 1-16. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION – TRADEX – Open six days, Tuesdays, Wednesdays and Thursdays, September 5, 6, 7 and 12, 13, 14.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

British Menswear Guild's 'most successful year'

'THE BUSIEST and most successful year' for the British Menswear Guild was reported by Mr. G. Abrahams, chairman, at the annual lunch on April 26. The Guild had continued its drive to strengthen the British image in all major overseas markets and to secure a bigger share of trade for British menswear manufacturers. The campaigns had taken them to seven countries during the year and in all of them a wealth of goodwill towards Britain and a keen appreciation of the styling and quality of our menswear was found. British promotions were sponsored in 29 speciality shops and stores and very useful missions to Dusseldorf, Milan and Paris were undertaken in addition to the active parts played in the two official British Weeks held in Amsterdam and Milan.

In the United States particularly their promotions had become an important feature. To coincide with the Duke of Edinburgh's recent visit there, the Guild had been hosts, with the Committee for Exports to the United States, at a reception for almost 300 buyers and merchandise managers from stores not only in New York but from all over the United States. Since the second and third weeks of March were the principal market weeks for Fall buying (when all buyers from out of town converged on New York) a selling mission had been organized and the upshot was that all participants came away with increased orders – many to the tune of 30 per cent and one member even 40 per cent over the previous year's figures. A fund of goodwill has been built up in the United States which will stand the Guild in good stead in the years to come.

On June 1, Mr. Abrahams will be handing over to Mr. Derek Rose, the new chairman of the British Menswear Guild. Mr. Myron Ackerman will then be vice-chairman.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Britain's £4.1 million loan for development in Latin America

AN AGREEMENT was signed in Washington on April 18 under which Britain will lend £4,142,800 (US Dollars 11.6 million) to finance economic development projects in Latin America. This sum represents part of a total British contribution of £7,100,000 ($20 million) to the resources of the Inter-American Development Bank. The agreement was signed by Senor Felipe Herrera, President of the Bank, and Sir Patrick Dean, British Ambassador in Washington.

The Government's intention to contribute £7,100,000 to the Inter-American Development Bank's resources was originally announced by Mr. R. A. Butler, the then Foreign Secretary, at a Western European Union Ministerial meeting on July 16, 1964. On September 1, 1964, it was announced that the Bank had been authorized to raise the first £3,000,000 of the contribution by floating a bond issue on the London market. The present agreement covers the balance of the £7,100,000.

Under the terms of the agreement, funds from the British contribution will be made available through the Inter-American Development Bank as and when they are required to finance specific development projects in Latin America. These projects will be agreed jointly by the Bank and the British Government. The terms on which the money is lent will vary in accordance with the needs of the project, but the period of amortization will not be less than 15 nor more than 25 years. In some cases, there are likely to be grace periods of up to seven years before the beginning of amortization payments. The rate of interest payable will be subject to agreement. The loan is tied to the purchase of United Kingdom goods and services.

Support for the aims of the Alliance for Progress

This British contribution to the resources of the Inter-American Development Bank represents an important demonstration of this country's support for the aims of the Alliance for Progress. The Bank is one of the key institutions of the Alliance for Progress, in which the countries of the Western Hemisphere are linked together in a massive programme of development throughout the Latin American continent. The contribution offers renewed evidence of Britain's heightened interest in Latin America, which has been underlined recently by a series of Ministerial statements and visits. It brings to fruition an initiative taken some 20 months ago by Great Britain in the Western European Union to stimulate contributions to the Bank's resources from outside the Hemisphere.

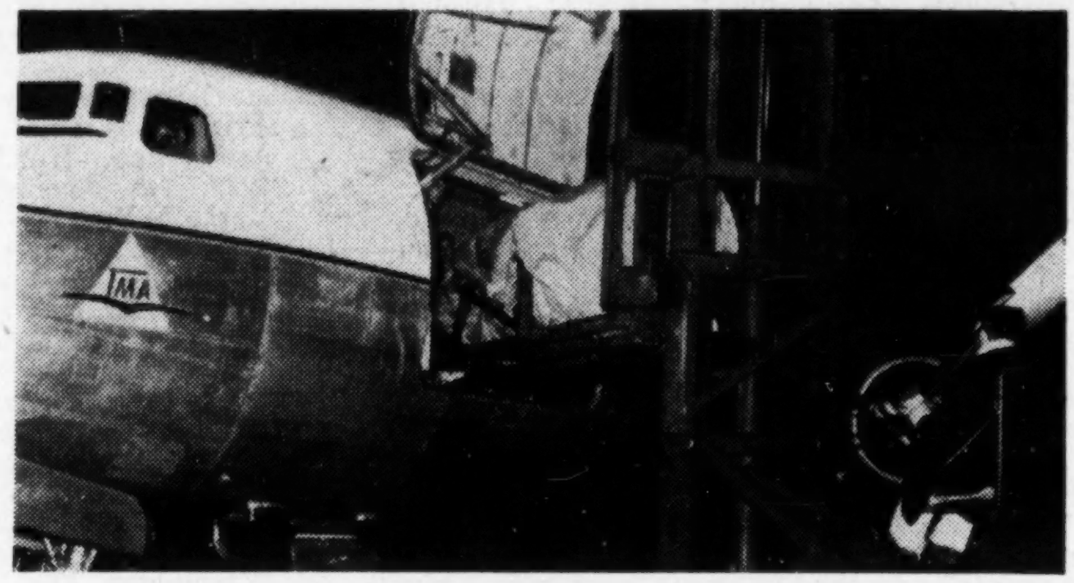
Turkey and USSR

IT WAS ANNOUNCED in the Turkish *Official Gazette* dated April 5, 1966, that a protocol supplementing the Trade and Payments Agreement of October 8, 1937, was signed in Ankara on February 18, 1966, for the year commencing April 1, 1966.

Under this protocol the main quotas for the USSR's exports to Turkey will be chemical and pharmaceutical products, artificial Portland cement, gas and fuel oils, chemical and composite fertilizers, wood, papers, iron and steel products, machinery, machine and hand tools, and electrical equipment.

In return Turkey's main quotas for exports to the USSR will be livestock, dried fruit and nuts, citrus fruits, tobacco, wool, cotton and various manufactured goods.

All inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).



A DC-6 of Trans-Mediterranean Airways left Heathrow, London, on March 30 on their first weekly London to Bombay service via Beirut. The aircraft carried three Rolls-Royce Avon engines (total weight 5,800 kilos) for Indian Airlines Caravelles.

Morocco and Yugoslavia

THE MOROCCAN *Bulletin Officiel* of March 9 announced the renewal, for a further year from February 7, 1966, of the additional protocol to the trade agreement of 1961 between Morocco and Yugoslavia.

Moroccan exports to Yugoslavia are unchanged from the previous year and the list of Yugoslavian exports to Morocco includes new quotas for dried plums, apples and various enamel vessels.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481), quoting reference CRE 4812/G.

Postal services of Muscat and Oman

THE POSTAL SERVICES of the Sultanate of Muscat and Oman became the responsibility of the local government on April 29. By agreement with the Sultan the postal services of Muscat and Oman are at present provided by an agency of the British Post Office.

The Sultanate of Muscat and Oman marked the occasion by issuing a new range of postage stamps. By arrangement with the Sultan the new stamps will be on sale at the GPO Philatelic Bureau in London as well as in Muscat. This will be the first issue of stamps made by the Sultanate. The denominations will be baizas 3, 5, 10, 15, 20, 25, 30 and 50, and rupees 1, 2, 5 and 10. An air letter form bearing a surface printed 20 baiza stamp will be available from the Postmaster, Muscat Post Office. The rate of exchange is 64 baizas=1 rupee=1s. 6d.

Jamaican postal strike over

THE postal services to Jamaica for second class mail and parcels, which had been suspended since April 4, have now been resumed.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of March 18 issue.

Just to remind you how much our holds hold

This is the hold of a British United VC10. It is large enough to take a Rolls-Royce... or an elephant!
British United's all-freight Africargo services fly
to East, Central and South Africa. Ample freight space is available on all
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thrice weekly to East and Central Africa—and One-Elevens throughout Europe and the U.K.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(80/66) Construction of Passenger Aerial Ropeway for Direccion General de Parques Nacionales. May 20. E.S.B. 15861/66.

AUSTRALIA

(83/66) Flaw Detector for Hydro-Electric Commission, Tasmania. May 23. E.S.B. 16090/66.*

Postmaster-General's Department:

(81/66) Electron Tubes. May 26. E.S.B. 15897/66.*

(81/66) Electron Tubes. May 19. E.S.B. 15896/66.*

(80/66) Resistance Wire. May 31. E.S.B. 15817/66.*

Snowy Mountain Hydro-Electric Authority:

(83/66) Pumps. (Further Information.) Closing date postponed to June 15. E.S.B. 41090/65.*

(84/66) Water Turbines. (Further Information.) Closing date postponed to June 13. E.S.B. 41087/65.*

BOLIVIA

(82/66) Television Station for Direccion de Radio y Television. May 26. E.S.B. 5078/64.*

BURMA

Myanma Export Import Corporation:

(80/66) Hand Tools. May 31. E.S.B. 15830/66.*

(80/66) Boiler Fittings and Accessories. May 31. E.S.B. 15839/66.*

(80/66) Drills and Bits. May 31. E.S.B. 15831/66.*

(80/66) Tyres and Tubes. May 21. E.S.B. 15859/66.*

(80/66) Pipes, Tubing etc. May 31. E.S.B. 15818/66.*

(80/66) Metal Hardware. May 31. E.S.B. 15819/66.*

(80/66) Screws. May 31. E.S.B. 13820/66.*

(80/66) Steel Specials. May 31. E.S.B. 15821/66.*

(80/66) Cooking Oven Parts. May 31. E.S.B. 15822/66.*

(80/66) Tyres and Tubes. May 31. E.S.B. 15827/66.*

(80/66) Wire Gauze. May 31. E.S.B. 15828/66.*

(80/66) Electrical Fittings and Accessories. May 31. E.S.B. 15855/66.*

(80/66) Miscellaneous Stores. May 31. E.S.B. 15856/66.*

(84/66) Tap Off Fuses. May 31. E.S.B. 16484/66.*

(84/66) Meter Spares. May 31. E.S.B. 16478/66.*

(84/66) Lapidary Equipment and Accessories. May 25. E.S.B. 16486/66.*

(84/66) Miscellaneous Tools and Equipment. May 31. E.S.B. 16483/66.*

(84/66) Steel. May 20. E.S.B. 16480/66.

People's Oil Industry:

(80/66) Measuring Instrument. May 31. E.S.B. 15851/66.*

(80/66) Armature Test Growler. May 31. Tender documents (conditions only) available. E.S.B. 15852/66.*

(80/66) Floodlight Fittings. May 31. (Tender documents (conditions only) available. E.S.B. 15853/66.*

(80/66) Drilling Equipment for Trade Corporation. May 26. E.S.B. 15837/66.*

CANADA

British Columbia Hydro and Power Authority:

(82/66) Construction Project. June 21. E.S.B. 16025/66.

(83/66) Lightning Arresters. June 21. E.S.B. 16087/66.

(83/66) Lightning Arresters. June 21. E.S.B. 16088/66.

CEYLON

(84/66) Paints for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 14734/66.*

(79/66) Motors and Starters for State Engineering Corporation of Ceylon. (Further Information.) Tender documents now available. E.S.B. 14788/66.*

COLOMBIA

(82/66) Irrigation System for Instituto Colombiano de la Reforma Agraria. May 30. E.S.B. 16048/66.

COSTA RICA

(83/66) Electric Meters for Instituto Costarricense de Electricidad. May 18. E.S.B. 16448/66.*

CYPRUS

(82/66) Crop Dryer for Tender Board, Nicosia. (Correction.) E.S.B. 15197/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

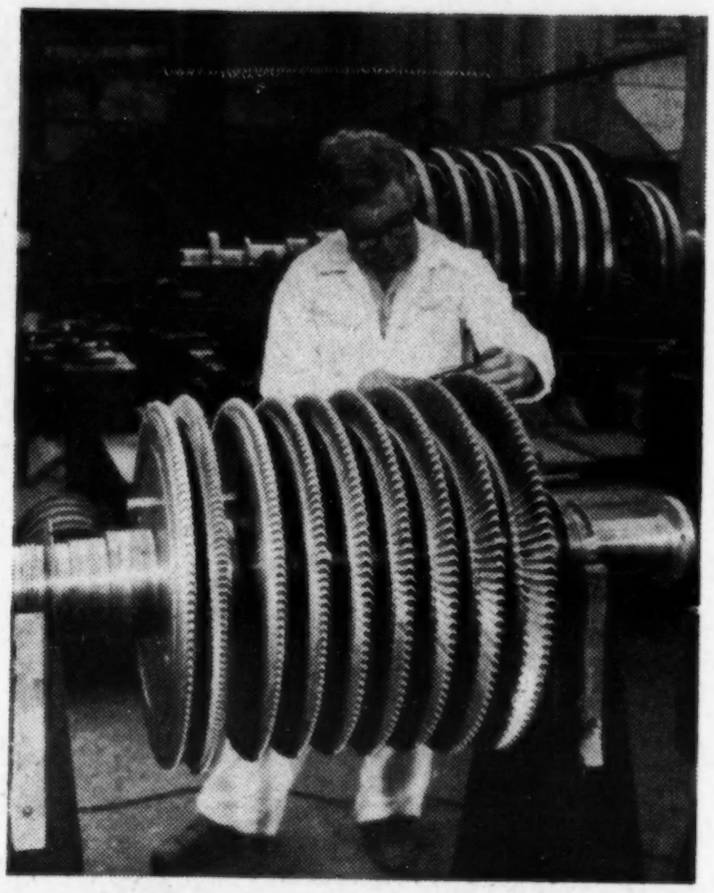
(83/66) Steel. May 28. E.S.B. 16434/66.

(83/66) Steel Clips. May 28. E.S.B. 16435/66.

(83/66) Cable. May 31. E.S.B. 16436/66.

EL SALVADOR

(83/66) Dehumidifying Equipment for La Provecduria General de la Republica. May 20. Tender documents (in Spanish) available. E.S.B. 16079/66.*



Blades being fitted to the rotor of one of 21 turbines being built by J. Samuel White & Co. Ltd., of Cowes, Isle of Wight. The rotor is for use in a tanker being built in the New South Wales State Dockyard, and is one of four to be exported to Australia.

ETHIOPIA

(80/66) Pumps, Pipes and Accessories for Ministry of National Community Development. Closing date not known. E.S.B. 15870/66.*

FORMOSA

Central Trust of China:

(79/66) Tobacco Cutting Machinery. May 18. E.S.B. 15445/66.*

(79/66) Oil Filter. May 19. E.S.B. 15802/66.*

(79/66) Universal Testing Machine. May 18. E.S.B. 15441/66.*

(79/66) Lathe. May 21. E.S.B. 15451/66.*

(79/66) Bronze Wire Cloth. May 23. E.S.B. 15452/66.*

(79/66) Hand Compressor. May 24. E.S.B. 15453/66.*

(79/66) Nitrogen Determination Apparatus. May 20. E.S.B. 15455/66.*

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Wilson Line operate fast, direct and regular services to Scandinavia* and can undertake a complete export service spanning road haulage, export documentation (customs entries, bills of lading, etc.) **A feature of our service is the prompt issue of Bills of Lading.**

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DENMARK
Hull to Copenhagen, Odense, Aarhus.
London to Copenhagen & Aarhus.
Goole to Copenhagen.

NORWAY
Hull to Oslo & Oslofjord Ports.
London to Oslo & Oslofjord Ports.
Grimsby to Kristiansand s, Skien, Porsgrunn.
Hull to Stavanger, Bergen, Trondheim, etc.
Felixstowe to Oslo & Oslofjord Ports.

HULL to GOTHENBURG
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Containers, flats, trailers, conventional cargo.
Containers and flats available for hire.

* Also Regular Services to the Mediterranean and Canada.

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COMMERCIAL ROAD HULL
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(79/66) Storage Batteries. May 21. E.S.B. 15436/66.*
(79/66) Wire Grips. May 23. E.S.B. 15450/66.*
(79/66) Tetra-Ethyl Lead Fluid. May 20. E.S.B. 15482/66.*
(83/66) Cathodic Protection Equipment. May 24. E.S.B. 16417/66.*
(83/66) Mithyl Bromide. May 20. E.S.B. 16084/66.*
(83/66) Oil Filter Press. May 25. E.S.B. 16415/66.*
(83/66) Steel Plate and Angles. May 23. E.S.B. 16418/66.*
(83/66) Ground Rods and Fittings. May 25. E.S.B. 16419/66.*
(83/66) Radio System. May 27. E.S.B. 16427/66.*
(83/66) Compressor and Accessories. May 25. E.S.B. 16429/66.*
(84/66) Suspension Insulator Hardware. May 25. E.S.B. 16404/66.*
(84/66) Tyres and Tubes. May 23. E.S.B. 16414/66.*
(84/66) Wire Rope. May 25. E.S.B. 16424/66.*
(84/66) Pump Sets. May 27. E.S.B. 16425/66.*
(84/66) Steel Tunnel Supports. May 27. E.S.B. 16426/66.*
(84/66) Cigarette Making Machinery. May 23. E.S.B. 16428/66.*
(84/66) Tank Sealing Materials: Drain Pipe Assembly. May 26. E.S.B. 16080/66.*
(84/66) Notching Machine. May 30. E.S.B. 16081/66.*
(84/66) Soil Shredding and Mixing Machine. May 28. E.S.B. 16083/66.*
(84/66) Crown Cork Spotting Machine. May 28. E.S.B. 16401/66.*
(84/66) Dyestuffs. May 27. E.S.B. 16402/66.*
(84/66) Storage Battery. May 23. E.S.B. 16403/66.*

GREECE

(84/66) Draw Gear for Hellenic State Railways. May 20. E.S.B. 16406/66.*
Ministry of Trade:
(80/66) Mail Trucks. June 13. E.S.B. 15883/66.*
(80/66) Fork Lift Truck. May 25. E.S.B. 15884/66.*
(81/66) Hand Stamping Machine. May 18. E.S.B. 15886/66.*

HONG KONG

(83/66) CI Joints and Accessories for Government Stores Department. May 20. E.S.B. 16100/66.*

INDIA

(80/66) Clamping Press for Directorate-General of Supplies and Disposals. (Further Information.) E.S.B. 14720/66.
(84/66) Waste Treatment Plant for India Drugs and Pharmaceuticals Ltd. May 21. E.S.B. 16099/66.
(84/66) Diesel Generator Sets for Kerala Public Works Department. May 19. E.S.B. 16098/66.
(81/66) Dam and Power House Construction for Koyna Hydro-Electric Project. (Advance Information.) Closing date not known. E.S.B. 15887/66.
(84/66) Electrical Relays for Madras State Electricity Board. June 20. E.S.B. 16097/66.*
Maharashtra State Electricity Board:
(83/66) Aluminium Conductors. May 19. E.S.B. 16042/66.
(83/66) Hydraulic Compressor. May 30. E.S.B. 16044/66.
(79/66) Railway Wheel Sets for Railway Board. May 26. E.S.B. 15801/66.*
(80/66) Capacitors for Rajasthan State Electricity Board. (Further Information.) Closing date postponed to May 31. E.S.B. 46678/65.
(83/66) Wheel Lathes for South Eastern Railway. May 30. E.S.B. 16407/66.

IRAN

(81/66) Pipes and Valves for Iranian State Railways. July 9. E.S.B. 16010/66.*

IRAQ

(83/66) Hose for Administration of Distribution of Oil Products. May 28. E.S.B. 16060/66.
Central Foreign Purchasing Board:
(83/66) Syringes and Needles. (Further Information.) Tender documents now available. E.S.B. 14587/66.*
(83/66) Laboratory Equipment. (Further Information.) Tender documents now available. E.S.B. 14588/66.*
(83/66) Digital Frequency Meter. (Further Information.) Tender documents now available. E.S.B. 14589/66.*
(83/66) Electricity Transmission and Distribution Lines for Directorate General of Planning and Design. (Further Information.) Tender documents now available. E.S.B. 14583/66.*
(80/66) Marine Engines for Ministry of Communications. (Further Information.) Tender documents now available. E.S.B. 13648/66.*
(81/66) Veterinary Equipment for Ministry of Defence. Closing date not known. E.S.B. 15899/66.*
(80/66) Power Supply Projects for Ministry of Industry. (Further Information.) Tender documents now available. E.S.B. 12739/66.*
(83/66) Removal and Overhaul of Diesel Alternator for Ministry of Municipalities and Works. May 21. E.S.B. 16058/66.
(83/66) Factory Plant and Machinery for Tobacco Monopoly Administration. (Further Information.) Closing date postponed to June 4. E.S.B. 6453/66.*

IRISH REPUBLIC

(81/66) Fluoridation Equipment for Laois County Council. May 27 E.S.B. 15893/66.

ITALY

(81/66) Refrigerators for Allied Forces Southern Europe. May 27. E.S.B. 16017/66.*

JORDAN

(82/66) Polythene Bags for Central Tenders Board. May 18. E.S.B. 16028/66.*
(82/66) Underground Cables for Jordanian Electric Power Co. Ltd. May 23. E.S.B. 16027/66.*
(82/66) Insulators; Solder; Telegraph Poles for Ministry of Communications (PTT). May 18. E.S.B. 16031/66.*

KENYA

(81/66) VHF Radio Systems for East African Posts and Telecommunications Administration. (Advance information.) Closing date not known. E.S.B. 15900/66.

LEBANON

Direction Générale des Adjudications:
(81/66) Cable and Accessories. May 21. E.S.B. 16011/66.*
(83/66) H.F. Linear Transmitters. May 20. E.S.B. 16073/66.

LUXEMBOURG

(83/66) Radio Telephone Equipment for Direction de la Protection Civile. June 1. Tender documents in French available. E.S.B. 16071/66.*

MALAWI

(84/66) Hospital Stores for Medical Buying Board. May 27. E.S.B. 16069/66.*

MALAYSIA

(81/66) Thermal Power Station Equipment for National Electricity Board. September 1. E.S.B. 16012/66.

MALTA

Director of Contracts:
(80/66) Main Switchgear. May 25. E.S.B. 15848/66.*
(80/66) Paper and Board. May 18. E.S.B. 15846/66.*
(80/66) Boiler Suits. May 18. E.S.B. 15847/66.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(83/66) Brakes. May 20. E.S.B. 16053/66.
(83/66) Hoses and Clamps. May 30. E.S.B. 16054/66.
Public Works Department:
(83/66) Laboratory Equipment. May 20. E.S.B. 16056/66.
(83/66) Miscellaneous Equipment. May 18. E.S.B. 16055/66.

NEW ZEALAND

General Post Office:
(81/66) Synthesiser–Master Oscillator System. June 30. E.S.B. 15890/66.*
(83/66) Alligator Clips. May 30. E.S.B. 16410/66.*
(84/66) Hoists. May 27. E.S.B. 16409/66.*
New Zealand Government Railways:
(80/66) Steel Plates. June 8. E.S.B. 15891/66.
(81/66) Steel Plates. May 26. E.S.B. 16018/66.
(83/66) Plano Milling Machine. June 22. E.S.B. 16061/66.*
(83/66) Wheel Press. June 8. E.S.B. 16062/66.*

PAKISTAN

(83/66) Rolling Stock for East Pakistan Railway Board. June 13. E.S.B. 16074/66.
(84/66) Ammonium Sulphate-Nitrate Plant for W.P. Industrial Development Corporation. July 15. E.S.B. 16420/66.*

PERU

(84/66) Maritime Terminal for Ministerio de Hacienda y Comercio. (Advance Information.) Closing date not known. E.S.B. 16659/66.*

A lively interest in computers was taken by the Governor of Northern Nigeria, His Excellency, Lt. Colonel Hassan Usman Katsina who visited the Ministry of Finance recently. The computers together with their operators were supplied by International Computers and Tabulators Ltd. and provide the Accountant General with monthly tabulations on the revenue and expenditure of Northern Nigeria.

PHILIPPINE REPUBLIC

(84/66) Transmission Line Materials for National Power Corporation. May 25. E.S.B. 16456/66.
(84/66) Pipes, Fittings and Accessories for National Waterworks and Sewerage Authority. (Pre-Qualification.) Last day for submission of pre-qualification papers (ED-4) of bidders June 1. E.S.B. 16482/66.

REPUBLIC OF SINGAPORE

(80/66) Valves for Public Utilities Board. May 31. E.S.B. 15844/66.*

SOUTH AFRICA

(80/66) Water Level Indicators for City Council of Pretoria. (Advance Information.) Closing date not yet known. E.S.B. 15836/66.
State Tender Board:
(79/66) Air Conditioners. May 24. E.S.B. 15472/66.*
(79/66) Electronic Metal Detector. May 24. E.S.B. 15473/66.*
(79/66) Deepfreeze Unit. May 18. E.S.B. 15474/66.*
(81/66) Microscope. May 23. E.S.B. 16004/66.*
(81/66) Laboratory Equipment. May 20. E.S.B. 16023/66.*
(81/66) Drill Sharpeners. May 20. E.S.B. 16019/66.*
(81/66) Reagent. May 24. E.S.B. 16008/66.*
(81/66) Laboratory Equipment. May 24. E.S.B. 16005/66.*

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(81/66) Spectrophotometer. May 25. E.S.B. 16006/66.
(81/66) Reagent. May 23. E.S.B. 16009/66.*
(81/66) Measuring Instrument. May 18. E.S.B. 16020/66.*
(81/66) Transistor Testers. May 18. E.S.B. 16021/66.*
(81/66) Transformers. May 20. E.S.B. 16022/66.*
(82/66) Cable. May 24. E.S.B. 16003/66.*

SPAIN

(83/66) Refuse Disposal Plant for Ayuentamiento de Madrid. June 20. E.S.B. 16089/66.
(82/66) Radioactivity Alarm System for Direccion General de Proteccion Civil (Further Information.) E.S.B. 12760/66.*
82/66) Pre-fabricated Buildings for Airport for Ministerio del Aire. May 27. E.S.B. 16036/66.
Ministerio de Obras Publicas:
(83/66) Port Conveyor Trucks. July 6. Tender documents in Spanish available. E.S.B. 16092/66.*
(83/66) Lift Trucks. July 6. E.S.B. 16091/66.*
(83/66) Trailers. July 6. E.S.B. 16094/66.*
(82/66) Railway Signalling and Block Equipment for Red Nacional de los Ferrocarriles Espanoles. June 30. Tender documents (in Spanish) available. E.S.B. 16035/66.*

SUDAN

Central Electricity and Water Corporation:
(79/66) Meter Testing Set. May 26. E.S.B. 15470/66.*
(84/66) Valves and Stopcocks June 1. E.S.B. 16438/66.*
Sudan Railways:
(81/66) Railway Signalling Equipment. May 30. E.S.B. 16024/66.*
(82/66) Wool Waste. May 18. E.S.B. 16033/66.*
(82/66) Hardwood Sleepers. May 25. E.S.B. 16034/66.*

SYRIAN ARAB REPUBLIC

Posts and Telecommunications Establishment:
(80/66) Overhead Line Materials. June 4. Tender documents (specification in English, conditions in Arabic) available. E.S.B. 15832/66.*
(80/66) Cable and Cable Materials. June 14. Tender documents (specifications in English, conditions in Arabic) available. E.S.B. 15833/66.*

THAILAND

State Railway of Thailand:
(79/66) Synthetic Resin; Insulating Paper. May 19. E.S.B. 15811/66.
(79/66) Washers, Nuts, Bolts, etc. May 20. E.S.B. 15809/66.
(79/66) Steel Plates. May 19. E.S.B. 15803/66.
(79/66) Underground Cables. May 18. E.S.B. 15498/66.
(80/66) Oil Meters and Accessories. May 19. E.S.B. 15816/66.*

TURKEY

(83/66) Saw Mill and Parquet Machinery for Orman Genel Mudurlugu (Further Information.) Closing date postponed to May 30. E.S.B. 11203/66.*
P.T.T. Administration:
(80/66) Electronic Tubes. May 20. Tender documents (in Turkish) now available. E.S.B. 15835/66.*
(84/66) Telephone Cable. July 6. E.S.B. 16445/66.*

UNITED STATES OF AMERICA

(83/66) Generators for United States Corps of Engineers. (Further Information.) This tender has now been issued. Closing date May 25. E.S.B. 14375/66.*

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 641, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2579.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(79/66) Agency inquiry for automotive accessories E.S.B. 15214/66.
(82/66) Agency inquiry for food, chemical and confectionery processing machinery. E.S.B. 14656/66.
(79/66) Inquiry for confectionery. E.S.B. 14952/66.
(80/66) Inquiry for mechanical handling equipment. E.S.B. 15052/66.
(81/66) Inquiry for brushware; cigarette cases; fancy goods. E.S.B. 15634/66.
(81/66) Inquiry for mechanical handling equipment. E.S.B. 15502/66.
(81/66) Inquiry for roller shutter doors. E.S.B. 15559/66.

Austria
(80/66) Agency inquiry for office machinery and equipment. E.S.B. 15376/66.
(81/66) Agency inquiry for women's clothing. E.S.B. 15367/66.

Bahamas
(80/66) Inquiry for office furniture. E.S.B. 15508/66.
(81/66) Inquiry for men's and women's clothing. E.S.B. 21624/65.

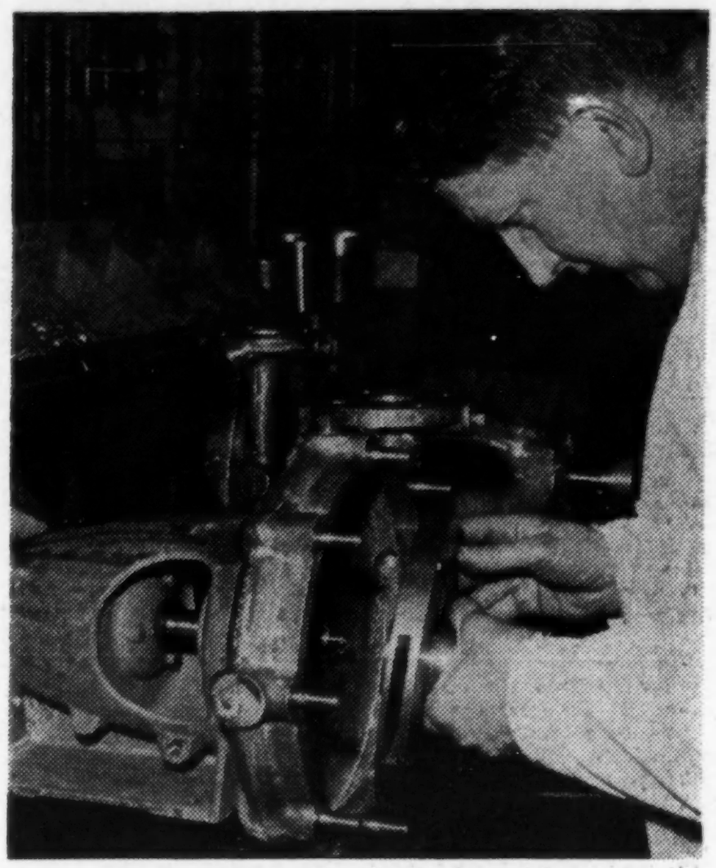
Bermuda
(80/66) Inquiry in respect of sports trophies. E.S.B. 15349/66.
(80/66) Inquiry in respect of supermarket and tourist lines. E.S.B. 15509/66.
(83/66) Inquiry for garden furniture; ladders; wire fencing. E.S.B. 15914/66.

Bolivia
(79/66) Inquiry for generating sets. E.S.B. 15709/66.

Burma
(81/66) Inquiry for mobile crane. E.S.B. 15684/66.

Canada
(80/66) Agency inquiry for flatware; toys; tweed goods. E.S.B. 15400/66.
(80/66) Agency inquiry for forgings; steel wheels. E.S.B. 15340/66.
(81/66) Agency inquiry for drafting and engineering instruments and machines and media; office furniture. E.S.B. 15560/66.
(80/66) Inquiry for cable. E.S.B. 15247/66.
(80/66) Inquiry for tie wire. E.S.B. 15377/66.
(81/66) Inquiry for china cups and saucers. E.S.B. 15558/66.
(81/66) Inquiry for lighter fuel. E.S.B. 14928/66.
(81/66) Inquiry for giftware products. E.S.B. 7789/66.
(81/66) Manufacture under licence in Britain – desalinator; heat exchangers. E.S.B. 15075/66.
(82/66) Inquiry for cranes. E.S.B .15391/66.
(82/66) Inquiry for salt. E.S.B. 15577/66.
(83/66) Inquiry for cosmetics; pharmaceuticals; toilet preparations; drug sundries. E.S.B. 16258/66.
(84/66) Agency inquiry for sportswear fabrics. E.S.B. 15599/66.

Cayman Islands
(81/66) Inquiry in respect of furniture. E.S.B. 15621/66.



This pump is one of a number to be incorporated in fresh water distillation plant being made for the BBC's new short wave relay station on Ascension Island. The station is due to go into service this year relaying broadcasts to Africa and Latin America. Distillation units will be the principal source of fresh water for the men manning the station, and a number built by George Clark & Sons (Hull) Ltd., and fitted with pumps made by Girdlestone Pumps Ltd., are already in service producing fresh water by distillation of sea water for the men constructing it.

(82/66) Inquiry for aluminium moulding; electrical fittings; fibreglass screening; tableware; tiles; tools. E.S.B. 15706/66.
(82/66) Inquiry for plywood. E.S.B. 15638/66.

Ceylon
(81/66) Inquiry in respect of fish net factory. E.S.B. 7214/66.

Cuba
(82/66) Liquidation of the Banco Territorial de Cuba S.A. C.R.E. 2013/G7.
(82/66) State Trading Organizations. C.R.E. 3900/G.

Dominican Republic
(82/66) Inquiry for industrial products. E.S.B. 11490/66.

Ethiopia
(79/66) Inquiry for flour mill; macaroni making machine. E.S.B. 14997/66.

Finland
(82/66) Agency inquiry for builders' hardware and materials. E.S.B. 15530/66.
(82/66) Agency inquiry for educational toys; magnets; magnetized tape. E.S.B. 8016/66.
(82/66) Agency inquiry for hotel and catering equipment. E.S.B. 15529/66.
(82/66) Agency inquiry for suitings and coat material. E.S.B. 15613/66.
(83/66) Inquiry for rescue equipment. E.S.B. 15362/66.

France
(83/66) Agency inquiry for fatty acids; oils; solvents. E.S.B. 15680/66.
(79/66) Inquiry for furniture. E.S.B. 14949/66.
(81/66) Inquiry for frozen foods. E.S.B. 3510/65.

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Germany, Federal Republic of
(82/66) Agency inquiry for furnishing fabrics; reproduction furniture. E.S.B. 15597/66.
(79/66) Inquiry for door fittings. E.S.B. 15090/66.
(80/66) Inquiry for chinaware; copper and pewter-ware; glassware; wrought ironware. E.S.B. 15386/66.
(80/66) Inquiry for hand tools. E.S.B. 15314/66.

Greece
(80/66) Agency inquiry for surgical gloves. E.S.B. 12801/66.

Hong Kong
(80/66) Agency inquiry for air freshener units. E.S.B. 5513/66.
(82/66) Inquiry for women's dresses and suits. E.S.B. 2400/66.

India
(82/66) Inquiry for lift caddies. E.S.B. 15520/66.

India/Argentina
(81/66) Trade Agreement. C.R.E. 4866/G.

Iraq
(80/66) Agency inquiry for bakery ovens; electric motors. E.S.B. 15085/66.
(79/66) Inquiry for yarns. E.S.B. 15086/66.
(83/66) Market report on gas cookers. E.S.B. 12940/66.

Israel
(79/66) Agency inquiry for cigars and cigarettes; domestic electrical appliances; smokers' requisites. E.S.B. 11320/65.
(79/66) Agency inquiry for photographic supplies and accessories. E.S.B 15352/66.
(79/66) Agency inquiry for printing, offset and bookbinding machinery and supplies. E.S.B. 14627/66.
(79/66) Agency inquiry for welding equipment. E.S.B. 38752/65.
(80/66) Agency inquiry for camping equipment; sports goods. E.S.B. 15254/66.
(80/66) Agency inquiry for industrial safety appliances; tractor safety devices. E.S.B. 15338/66.
(79/66) Inquiry for domestic electrical appliances. E.S.B. 15286/66.
(79/66) Inquiry in respect of soft and carbonated drinks. E.S.B. 15285/66.
(79/66) Inquiry for textiles. E.S.B. 15544/66.
(80/66) Inquiry for automotive accessories; electrical appliances; office gadgets and devices; household utensils and appliances; tableware. E.S.B. 15383/66.

Italy
(80/66) Inquiry for taps. E.S.B. 15384/66.
(82/66) Inquiry for shoes. E.S.B. 15594/66.

Jamaica
(81/66) Agency inquiry for foodstuffs; paper products. E.S.B. 15593/66.

Japan
(82/66) Inquiry for jewellery. E.S.B. 15629/66.

Jordan
(81/66) Inquiry for salt processing machinery. E.S.B. 15592/66.

Kuwait
(82/66) Necessity for complying with conditions and formalities laid down in tender documents. E.S.B. 9277/66.

Lebanon
(82/66) Agency inquiry for silver-ware. E.S.B. 2157/66.

Luxembourg
(80/66) Agency inquiry for automotive accessories; brushes and brooms; chamois leather; cleaning products; drug store goods; paints; sponges. E.S.B. 14900/66.

Malawi
(81/66) Agency inquiry for cutlery; earthenware; haberdashery; jewellery; paper bags; stationery lines. E.S.B. 15568/66.

Malaysia/Singapore
(83/66) Commercial Officer available for discussion. E.S.B. 6865/66.

Netherlands
(82/66) Agency inquiry for heating systems and equipment. E.S.B. 15644/66.
(82/66) Agency inquiry for rubber goods. E.S.B. 15600/66.

New Zealand
(83/66) Agency inquiry for industrial engineering equipment and supplies. E.S.B. 15692/66.

Pakistan
(80/66) Inquiry for wire. E.S.B. 15339/66.
(81/66) Inquiry for hotel equipment and appliances. E.S.B. 15542/66.
(81/66) Inquiry in respect of pharmaceutical factory. E.S.B. 12405/66.

Philippines
(79/66) Inquiry for films. E.S.B. 15237/66.

South Africa
(79/66) Agency inquiry for gift articles; jewellery. E.S.B. 15518/66.
(79/66) Agency inquiry for knitting yarns. E.S.B. 4824/66.
(80/66) Inquiry for electronic equipment. E.S.B 5316/66.

Spain
(79/66) Inquiry in respect of house construction project. E.S.B. 15059/66.
(81/66) Inquiry for helicopters; light aircraft and equipment. E.S.B. 6877/66.

Sudan
(82/66) Necessity for complying with conditions and formalities laid down in tender documents. E.S.B. 9277/66.

Sweden
(80/66) Agency inquiry for nylon cordages; synthetic canvas. E.S.B. 15394/66.

Switzerland
(80/66) Inquiry for anti-vibration mountings; fastening devices; glass fibre sheeting; metal hose and couplings; tubing; wire. E.S.B. 7743/66.

Uganda
(80/66) Inquiry for bricks; fire clay. E.S.B. 15573/66.

United States of America
(79/66) Inquiry for pumps. E.S.B. 15203/66.
(80/66) Inquiry for electrode winches. E.S.B. 14998/66.
(80/66) Inquiry for hydraulic fittings. E.S.B. 15381/66.
(80/66) Inquiry for non-ferrous metals. E.S.B. 15293/66.
(80/66) Inquiry for scientific and industrial products. E.S.B. 15211/66.
(81/66) Inquiry for office equipment. E.S.B. 15356/66.
(81/66) Inquiry for steel containers. E.S.B. 11145/66.
(83/66) Inquiry for ski-clothing, equipment and accessories. E.S.B. 15909/66.

Various Countries
(83/66) British Overseas Commercial representatives' visits. E.S.B. 6865/66.

Windward Islands
(80/66) Inquiry for desk and chair materials; woodworking machinery. E.S.B. 12052/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 508 of the Board of Trade Journal, *March 4, 1966.*

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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Liberalization of imports

THE FOLLOWING LIST I of goods sets out those which remain subject to quantitave restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Co-operation and their dependent overseas territories.

All goods other than those listed below may be imported into France free of quantitave restrictions when coming from countries of the former OEEC. The list published in the *Board of Trade Journal* of August 14, 1964 (pages 358 to 361) and subsequent amendments is now cancelled.

The goods shown in List II are those which additionally remain subject to quantitave import restrictions when originating in Hong Kong. This list replaces that published in the *Board of Trade Journal* of August 14, 1964 and subsequent amendments.

Exporters are reminded that the commodities concerned are those against which the tariff number is shown.

I. Non-Liberalized Items

Tariff No.	Description
	Live horses, asses, mules and hinnies:
01.01 A (II)	Horses for slaughter. (1)
	Live sheep and goats:
	Domestic species:
	Sheep:
01.04 A (I) (b)	Other than for thoroughbred breeding.
	Meat and edible offals, fresh, chilled or frozen:
	Meat:
	Of the horse, ass and mule species:
02.01 A (I) (a)	Domestic.
	Of bovine cattle:
	Other:
	Of sheep and lamb:
02.01 A (IV) (a) (1)	Domestic (mutton).
	Fresh fish (live or dead), chilled or frozen:
	Fresh water:
	Trout and other salmonidae:
03.01 A (I) (a)	Trout.
	Salt water:
	Whole, headless or in pieces:
03.01 B (I) (a)	Herrings, sprats and mackerel.
03.01 B (I) (b)	Tunny fish and sardines.
	Other:
03.01 B (I) (c) (2)	Other than perch, sole, turbot and brill.
	Filleted:
03.01 Ex B (II)	Fillets of tunny fish.
03.01 Ex B (II)	Fillets of other fish, not frozen.
	Fish, salted, in brine, dried or smoked:
	Salted, in brine or dried:
	Whole, headless or in pieces:
	Cod, including klipfish and stockfish.
03.02 A (I) (b) (2)	Other than stockfish.
	Filleted
	Cod, including klipfish and stockfish:
03.02 A (II) (a) (2)	Other than stockfish.
	Smoked:
	Cod, including klipfish and stockfish:
03.02 B (II) (a) (2)	Other than stockfish.
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.03	Butter, other than top quality butter corresponding to the characteristics laid down by an order of the Ministry of Agriculture.
	Animal products not elsewhere specified:
	Other than small dried fish and shrimps:
05.15 Ex B	Animal sperm.
06.01 B	Bulbs, tubers, tuberous roots, corms, crowns and rhizomes, dormant in growth or in flower:
	In growth or in flower (except sanseverias).
	Other live plants including cuttings and slips:
06.02 B	Vine plants, grafted or rooted.
	Other:
	Hot-house and glasshouse plants:
06.02 C (II) (b) (2)	In flower or bud
06.03	Cut flower and flower buds.
	Vegetables, fresh or chilled:
	Potatoes:
07.01 A (II)	New potatoes.
07.01 A (III)	Other than new or seed potatoes.
	Cabbage:
07.01 B (I)	Cauliflower.
07.01 C	Spinach.
	Salad vegetables, including endive and chicory:
07.01 D (I)	Cabbage lettuce.
	Other:
07.01 D (II) (b)	Other than endive (without chicory).
	Leguminous vegetables:
07.01 F (II)	Beans.
	Carrots, turnips, salad beetroot, salsify, celeriac, radishes and other similar edible roots:
	Carrots and turnips:
07.01 Ex G (II)	Carrots.
07.01 H	Onions, shallots and garlic.
07.01 L	Artichokes.
07.01 M	Tomatoes.
07.01 N	Olives and capers.
07.01 O	Cucumbers and gherkins.
07.01 P	Mushrooms and truffles.
	Other:
07.01 S (1)	Aubergines, pumpkins, marrows and the like.
07.02	Vegetables, whether or not cooked, preserved by freezing.
	Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption:
07.03 A	Olives and capers.
	Dried, dehydrated or evapourated vegetables, whole, cut, sliced, broken or in powder, but not further prepared:
07.04 A	Onions.
	Other:
07.04 B (II)	Potatoes, other than flour, meal, or flakes of potato.
07.04 B (III)	Other, of one variety or mixed (julienne).
	Dates, bananas, coconuts, brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas, fresh or dried, shelled or not:
08.01 A	Dates.
08.01 B	Bananas.
08.01 C	Pineapples.
	Figs, fresh or dried:
	Dried:
	For human consumption:
08.03 Ex B (I)	Other than 'layer' figs, of a max. diameter of 50 units per kilo. put up in divisioned packets of a net weight of not more than 500 grams.
	Grapes, fresh or dried:
08.04 A	Fresh.
	Apples, pears and quinces, fresh:
	Apples:
08.06 A (II)	Other than cider apples.
	Pears:
	Imported from August 1- December 31.
08.06 B ex (I) ex (b)	Dessert pears.
	Imported from January 1-July 31:
08.06 B (II) (a) ex (b)	Dessert pears.
	Stone fruit, fresh:
08.07 A	Apricots.
	Peaches, including clingstones and nectarines:
	Imported from July 16-September 15:
08.07 B (I) (a)	Not forced.
	Imported from September 16-July 15:
08.07 B (II) (a)	Not forced.
08.07 D	Plums.
08.07 E	Other.
08.08	Berries, fresh.
	Other fruits, fresh:
08.09 A	Melons and the like.
08.10	Fruit, whether or not cooked, preserved by freezing, not containing added sugar.
	Fruit provisionally preserved in brine, in sulphur water, or in other preservative solution, but not specially prepared for immediate consumption:
08.11 A	Apricots.
08.11 B	Oranges.
	Other:
08.11 Ex C	Except cherries.
	Fruit, dried:
	Plums:
08.12 Ex C	Put up in packs weighing less than 50 kg. net.
08.12 E	Macedoines (mixed fruits).
08.12 F	Other.
Ex 09.01	Coffee, whether or not roasted or free of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion.
	Flour, meal and flakes of potato:
11.05 B	Other than intended for cattle food.
11.08 B	Inulin.
	Oil seeds and oleaginous fruit, whole or broken:
12.01 A	Groundnuts.
12.01 D	Soya beans.
	Linseed:
12.01 F (II)	Other than for sowing.
	Other seeds:

Tariff No.	Description
12.01 Ex G (IV)	Other, including other than pulza-nut, karite, mowra and mafura, illipe seeds and mustard seeds.
12.04	Sugar beet, whole or slices, fresh, dried or powdered; sugar cane.
12.05	Chicory roots, fresh or dried, whole or cut, unroasted.
12.06	Hop cones and lupulin.
	Vegetables saps and extracts; pectin; agar-agar and other natural mucilages and thickeners extracted from vegetable materials:
	Vegetable saps and extracts:
13.03 A (VI)	Hop.
13.03 B	Pectin.
15.01 A (I)	Lard and other rendered pig fat; intended for industrial usage other than the manufacture of food products.
	Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way:
	Other:
15.03 Ex B (II)	Lard oil.
	Fats and oils of fish and marine mammals whether or not refined:
	Fish-liver oil:
	Other than halibut-liver oil:
	Other than cod-liver oil:
15.04 Ex A	With the exception of crude oils, other than herring liver oil and fluid edible oils of fish liver.
	Fats and oils of fish other than fish-liver oil, other than of halibut.
15.04 Ex B	Crude herring oils.
15.04 Ex B	Fluid edible oils and refined oils.
	Fixed vegetable oils, fluid or solid, crude, refined or purified:
	Other than Chinawood, tung, oiticica, myrtle-wax and Japan wax:
	For technical or industrial use other than for the food industry:
	Not specified:
	Crude oils:
15.07 B (I) (b) (i) (bb) (u)	Linseed oil.
15.07 B (I) (b) (i) (bb) (v)	Soya oil.
15.07 B (I) (b) (i) (bb) (x)	Pulza-nut oil.
15.07 (B) (I) (b) (i) (bb) (y)	Other crude oils.
15.07 B (II)	Other than crude oils, excluding palm oil.
	Other than for technical or industrial use:
	Other than palm or olive oil:
15.07 (B) (II) (c) (1)	Solid oils supplied in immediate containers of a net capacity of 1 kg. or less.
	Solid oils, otherwise put up; fluid oils:
	Crude:
15.07 B (II) (c) (2) (aa) (w)	Linseed oil.
15.07 B (II) (c) (2) (aa) (y)	Pulza oil.
15.07 B (II) (c) (2) (aa) (z)	Other oils.
15.07 B (II) (c) (2) (bb)	Other than crude oils.
	Animal or vegetable fats and oils, hydrogenated, whether or not refined, but not further prepared:
	Put up in immediate containers of a net capacity of 1 kg. or less:
	Other than for the manufacture of edible fats:
15.12 A (II)	Other than whale-oil or fats.
	Otherwise put up:
15.12 B (II)	Other than whale-oil or fats.
15.13	Margarine, imitation lard and other prepared edible fats.
16.01	Sausages and the like, of meat, meat offal or blood, except containing pork.
16.02	Other prepared or preserved meat or offal containing poultry liver or mutton, excluding pork.
	Prepared or preserved fish, including caviar and caviar substitutes:
	Sardines:
16.04 D (I)	In airtight containers; in glasses, cans, jars, tubes and the like.
	Other:
	Tunny and bonito:
16.04 Ex E	In airtight containers; in glasses, cans, jars, tubes and the like.
17.01	Beet sugar and cane sugar, solid.
	Other sugars and syrups:
	Fructose; sugar of maple, maize, palm, sorghum and the like; syrups:
17.02 Ex D (I)	Sugar syrup:
17.02 D (II)	Other (invert sugars, maltose, laevulose).
17.02 E	Artificial honey.
17.02 F	Sugars and caramelized molasses.
17.03	Molasses, whether or not decolourized.
17.04 A, C	Sugar confectionery, not containing cocoa (excluding chewing-gum).
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion.
18.06	Chocolate and other food preparations containing cocoa.
19.03	Macaroni, spaghetti and similar products.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).
19.07	Bread, ships biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
20.01	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard.
	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
20.02 A	Mushrooms.
20.02 C	Tomatoes.
20.02 E	Sauerkraut.
20.02 F	Olives and capers.
	Other vegetables:
	Other than green peas, French beans, carrots, mixed vegetables:
20.02 G (II) (a)	In airtight or other containers of a net weight of 10 kg. or less.
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized).
20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
	Fruit otherwise prepared or preserved, whether or not containing added sugar or alcohol:
	Other than nuts:
20.06 B (II)	Without alcohol, containing added sugar, other than sliced or cut grapefruit.
20.06 B (III)	Otherwise prepared or preserved.
	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:
20.07 A	With a density exceeding 1·33 at 15° Centigrade.
	With a density not exceeding 1·33 at 15° Centigrade:

(Continued on next page)

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Tariff No.	Description
20.07 B (I)	Grape juice.
	Citrus fruit juices:
20.07 B (II) (a)	Orange juice.
20.07 B ex (IV)	Apple juice.
20.07 B (V)	Tomato juice.
20.07 B (VII)	Mixed fruit juices.
	Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof:
21.01 A	Roasted chicory and other roasted coffee substitutes.
	Extracts, or essences, of coffee, tea or mate; preparations with a basis of those extracts, or essences:
21.02 A	Extracts or essences of coffee and preparations with a basis of those extracts or essences.
	Food preparations not elsewhere specified or included:
	Edible tablets and measured portions with a basis of natural or artificial perfumes, not containing added sugar:
21.07 B (II)	Of saccharine.
21.07 C	Other (except powders for puddings, desserts, etc.).
22.04	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol.
	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol (including mistelles):
22.05 A	Sparkling wines.
	Other:
22.05 Ex B	Other than liqueur wines and the like with a controlled name of origin.
22.08	Ethyl alcohol, undenatured, of a strength of 80° or higher; denatured ethyl alcohol of any strength.
	Ethyl alcohol, undenatured, of a strength of less than 80°; spirits, liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:
22.09 A	Ethyl alcohol, undenatured, of a strength of less than 80°
	Spirits:
22.09 C ex (I)	Rum, tafia.
	Other (than whisky and gin):
22.09 C (III) (a)	Products not conforming to internal legislation.
22.10	Vinegar and substitutes for vinegar.
Ex 23.02	Brans, sharps and other residues derived from the sifting, milling or working of leguminous vegetables.
	Sweetened forage and other prepared foodstuffs for animals; other preparations used in animal feeding (additives, etc.):
Ex 23.07 Ex B	Preparations containing less than 50% by weight of powdered milk.
24.01	Unmanufactured tobacco; tobacco waste.
24.02	Manufactured tobacco; extracts and essences.
27.01	Coal; briquettes, voids and similar solid fuels manufactured from coal.
27.02	Lignite, whether or not agglomerated.
	Coke and semi-coke of coal, of lignite or of peat:
	Of coal:
27.04 A (II)	Other than for the manufacture of electrodes.
27.04 B	Of lignite.
27.05 *bis*	Coal gas, water gas, producer gas and similar gases.
	Oils and other products of the distillation of high temperature coal tar and similar products:
	Benzole, toluole, xylole and solvent naphtha (heavy benzol), similar aromatic oils distilling more than 65% below 250° C. including mixtures of petroleum spirit and benzol; sulphuretted toppings of crude light oils:
27.07 B (I)	Intended for use as carburants or as fuel, other than benzole.
27.09	Petroleum and shale oils, crude.
27.10	Petroleum and shale oils other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum or shale oils, these oils being the basic constituents of the preparations.
27.11	Petroleum gases and other gaseous hydrocarbons, except chemically pure methane.
27.12	Vaseline.
	Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral wax, whether or not coloured:
	Other than ozokerite, lignite wax or peat wax.
27.14	Petroleum bitumen, petroleum coke and other petroleum and shale oil residues.
	Bituminous mixtures based on natural asphalt, on natural bitumen, on petroleum bitumen, on mineral tar or on mineral tar pitch:
	Other than bituminous mastics:
27.16 B (I)	Cut-backs, emulsions of petroleum and the like.
27.17	Electric current.
	Lubricating preparations consisting of mixtures of oils or fats or of mixtures with a basis of oils or fats, but not including preparations containing 70% or more by weight of petroleum or shale oils:
34.03 Ex A	Containing petroleum or shale oils.
	Artificial waxes; prepared waxes, not emulsified or containing solvents:
	Prepared waxes, not emulsified or containing solvents:
34.04 B (I)	With a basis of paraffin wax or micro-crystalline wax.
	Colophony and resin acids and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils:
38.08 A	Colophony. (2)
	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:
	Other than anti-knock preparations with a basis of ethyl-fluid:
	For lubricating oils:
38.14 B (I) (a)	Containing petroleum or shale oils.
	Chemical products and preparations of the chemical or allied industries, not elsewhere specified or included, residual products of the chemical or allied industries, not elsewhere specified or included:
38.19 E	Mixed alkylenes.
	Paper and paperboard (including cellulose wadding), machine-made in rolls or sheets:
48.01 A	Newsprint.
	Other than newsprint, cigarette paper, kraft paper and board, and stencil paper weighing 15 grams or less:
48.01 E (I)	Paper for periodical publications.
	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and receiving apparatus:
	Transmitting and receiving apparatus:
	Receiving apparatus combined or not with apparatus for recording or reproducing sound:
	Radio-broadcasting.
	Parts:
	Other than cabinets and cases:
	Assembly of pieces forming a part of radio-electric apparatus:
85.15 Ex C (II) (a)	Containing crystal diodes, triodes and other crystal valves, including transistors.
	Lamps, tubes and valves:
85.21 C	Crystal diodes, triodes and other crystal valves, including transistors.
	Parts:
85.21 E (I)	Of crystal diodes, triodes and other crystal valves, including transistors.
87.08	Tanks and other armoured fighting vehicles, motorized, whether or not fitted with weapons and parts of such vehicles.
88.02	Flying machines, gliders and kites: rotochutes.
	Parts and accessories of apparatus falling within headings Nos. 88.01 and 88.02:
88.03 B	Other than for aerostats.
	Ships, boats and other vessels, not falling within other headings of Chapter 89:
89.01 A	Warships.
	Others:
89.01 B (1)	Sea-going.
Ex 89.02	Tugs, of a power of more than 700 metric h.p. and hulls.
91.01	Pocket-watches, wrist-watches and other watches, including stop-watches.
91.02	Clocks with watch movements.
91.03	Instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels.
91.07	Assembled watch movements.
91.09	Watch cases and parts of watch cases, including blanks thereof.
91.11	Other clock and watch parts.

(1)Restricted each year for the period September 1 to December 31, inclusive
(2) Until December 31, 1966.

II. Goods originating in Hong Kong remaining subject to Quantitative Restriction

Tariff No.	Description
	Articles of the materials of the kind described in headings 39.01 to 39.06:
39.07 C	Of hardened proteins.
39.07 E	Of other materials.
50.09	Woven fabrics of silk or of waste silk other than noil.
51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of heading No. 51.01 or 51.02.
Ex 53.11 Ex B	Woven fabrics of sheep's or lambs wool or of fine animal hair: Other, containing more than 15% by weight of man-made fibres (discontinuous or waste).
55.08	Terry towelling and similar Terry fabrics, of cotton.
55.09	Other woven fabrics of cotton.
56.07	Woven fabrics of man-made fibres (discontinuous or waste).
	Other carpets, carpeting rugs, mats and matting and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not):
	Carpets, carpeting, rugs, mats and matting:
	Carpets of wool or coarse animal hair containing more than 15% by weight of artificial discontinuous textile fibres.
58.02 A Ex (I)	
58.04	Woven pile fabrics and chenille fabrics (other than Terry towelling or similar Terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05).
58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading No. 58.06.
	Nets and netting made of twine, cordage or rope, and made-up fishing nets of yarn, twine, cordage or rope:
59.05 A	Fishing nets, made-up or not, other than for trawling.
60.02	Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberized.
	Stockings, under stockings, socks, sockettes and the like; knitted or crocheted, not elastic nor rubberized:
	Other:
60.03 Ex B (III)	Of synthetic fibres.
60.04	Under garments knitted or crocheted, not elastic nor rubberized.
	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:
60.05 A (II)	Outer garments.
61.01	Men's and boy's outer garments.
61.02	Women's, girls' and infants' outer garments.
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs.
61.04	Women's, girls' and infants' under garments.
61.05	Handkerchiefs.
61.06	Shawls, scarves, mufflers, mantillas, veils and the like.
61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders garters and the like (including such articles of knitted or crocheted fabric), elastic or not.
62.02	Bed linen, table linen, toilet linen and kitchen linen: curtains and other furnishing articles.
	Footwear with outer soles and uppers of rubber or artificial plastic materials:
	Other than overshoes:
	Coming above the ankle:
64.01 Ex B (II)	With outer soles and uppers of rubber.
	Footwear with outer soles of leather or leather substitutes:
	Footwear (other than footwear falling within heading No. 64.01):
	With outer soles of rubber or artificial plastic material:
	With uppers of other materials:
	Footwear not passing the ankle:
	Other:
64.02 B (IV) (A) (2) (y)	With soles of rubber or artificial plastic materials.
	Footwear passing the ankle:
64.02 B (IV) (b)	Vulcanized footwear with soles of rubber or artificial plastic material and uppers other than of cotton fabric coated with aluminium and other than materials included in 64.02 A, B and C, namely leather, leather substitutes, rubber, artificial plastic material, silk or silk waste, other than noil, brocades, and metal spangles or embroidered fabric or felt.
66.01	Umbrellas and sunshades.
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china.

Tariff No.	Description
71.16	Imitation jewellery.
85.03	Primary cells and primary batteries.
85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09.
	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:
	Transmitting and receiving apparatus:
	Radio receiving:
85.15 Ex A (III) (b)	Battery-functioning.
	Parts:
	Other than cabinets and cases:
85.15 Ex C (II) (a)	Assembly of pieces forming a part of radio-electric apparatus other than those containing crystal diodes, triodes and other crystal valves including transistors.
	Lenses, prisms, mirrors and other optical elements, of any material, unmounted, other than such elements of glass not optically worked; sheets or plates of polarizing material:
	Lenses, prisms, etc.:
90.01 A (II)	Other than for spectacles.
	Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked:
90.02 A	For instruments and apparatus for photography, cinematography or their applications; optical mirrors, mounted.
Ex 90.05	Binoculars, prismatic or not:
	Photographic cameras; photographic flashlight apparatus:
	Photographic apparatus:
90.07 Ex A (II)	Other than for aerial photography:
	Except 'automatic' cameras (in which exposure and processing are carried out automatically).
	Parts and accessories:
90.07 A (III) (a)	Shutters.
90.07 A (III) (c)	Other than holders and magazines.
	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles:
	Cinematographic cameras:
	Other than for aerial cinematography:
90.08 A (I) (b) (2)	Using film of a width of less than 35 mm.
	Parts and accessories:
90.08 A (III) (a)	Parts.
	Projectors, combined or not with a sound reproducer:
90.08 B (I) (b)	Using film of a width of less than 35 mm.
	Parts and accessories:
90.08 B (III) (a) (2)	Other than photo-electric sound-heads.
90.12	Compound optical microscopes, whether or not provided with means for photographing or projecting the image.
	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks with or without sound-heads:
	Sound reproducers:
92.11 A (II) (a)	Record players and automatic record changers.
	Dolls of all kinds:
	Dolls, dressed or not:
97.02 Ex A (II)	Of artificial plastic materials.
	Parts and accessories:
97.02 B (I)	Heads.
97.03	Other toys; models of a kind used for recreational purposes.
	Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners and press-studs; blanks and parts of such articles:
98.01 A	Blanks and moulds.
	Buttons and parts thereof (other than blanks and moulds):
	Other buttons and studs:
	Not covered with textile materials:
98.01 B (III) (a) (3)	Of artificial plastic materials.

ITALY

Chemical additives to foodstuffs

THE ITALIAN GOVERNMENT in a Ministerial Decree dated February 16, 1966, has brought the standards of purity of food preservatives and chemical additives into line with those laid down for all EEC countries. This involves alterations to the standards laid down in a previous decree of March 31, 1965, but the lists of permitted preservatives and additives are unchanged.

A list of the EEC standards of purity (which now apply to Italy) was published in the *Board of Trade Journal* of March 12, 1965, pages 600-604. Copies are available from Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877. Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE following further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
146/65	To amend Regulation No. 158/64 on the standard calculation of internal taxation levied on imports of certain dairy products	9d.
150/65	Amending Article 3 of Regulation No. 47/64 concerning the definition of the products to which the coefficients fixed in respect of fore quarters and hind quarters are to be applied	3d.
151/65	Amending Regulations Nos. 55/65 and 56/65 on special provisions concerning disposal of certain cheeses	3d.
152/65	Amending and extending the term of validity of Regulation No. 69/65 on accelerating the sale of surplus butter held in public storage	6d.
154/65	To avoid possible deflections of trade arising out of the system for rebates on the levy chargeable on imports of husked rice	6d.
156/65	Fixing reference prices for sweet oranges	6d.
157/65	Adjusting and laying down sluice-gate prices and laying down levies in relation to third, countries, for the first quarter of 1966 in the egg and poultry sector	6d.
158/65	Fixing reference prices for mandarins and clementines	3d.
159/65	Amending the Regulation determining the emoluments of members of the Court of Justice	6d.
160/65	Amending Regulation No. 63 determining the emoluments of members of the Commission	3d.
161/65	On determining an additional amount of levy on whole dried eggs	3d.
162/65	Amending Regulation No. 149/64 in respect of the levy system as applicable to powdered milk	3d.
163/65	Amending Regulation No. 99/65 on procedure for giving effect to Aeticle 11 (2) of Regulation No. 23 on the progressive establishment of a common organization of the market in fruit and vegetables	3d.
164/65	Determining an additional amount of levy on whole dried eggs and reducing the additional amounts of levy on liquid or frozen eggs and on dried egg yolks	3d.
166/65	Laying down the amount of intra-Community levies on poultry eggs for hatching	3d.
169/65	Adjusting and fixing sluice-gate prices for pigs, pigmeat and pigmeat products imported during the first quarter of 1966	3d.

TURKEY

Quotas for the local assembly industry

THE Turkish Ministry of Industry published in the Turkish *Official Gazette* of April 9, 1966, the list of items which can be imported for the requirements of the local assembly industry through the Assembly Industries' Quotas. The quotas concerned are those detailed in the Import Quota list published in the *Board of Trade Journal* dated January 28, 1966, against Serial numbers 375 to 383 inclusive (page 208).

A translation of the list may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ZAMBIA

Import control

THE CONTROL OF GOODS (Import) Open General Licence 1966 published as Statutory Instrument No. 182 of April 19, revokes

(*Continued on next page*)

the Control of Goods (Import) Open General Licence Order, 1965, and authorizes, subject to the provisions of any other law, the import into Zambia by any person of:

(a) the goods listed in the First Schedule; and

(b) any goods (not being goods listed in the Second Schedule) which do not exceed £25 in value.

FIRST SCHEDULE

1. Antifriction and lubricating grease.
2. Motor spirit, including aviation fuels.
3. Lubricating oils.
4. Mineral oils and fuel, illuminating, transformer and insulating types; power and illuminating paraffin.
5. Coal, coke and breeze.
6. Used personal and household effects, including motor vehicles, imported by a returning resident or by a person arriving in Zambia to take up residence or employment therein.
7. Goods, including motor vehicles, temporarily imported into Zambia by a *bona fide* tourist for his own use.
8. Goods in transit through Zambia.
9. Samples and advertising material intended solely for use in the taking of orders and not for sale.
10. Any goods exported from Zambia for repair and return and in respect of which a certificate to that effect has been issued by a customs officer.
11. Goods imported by any person to whom privileges are extended by virtue of any enactment in force in Zambia relating to diplomatic, consular or other privileges, if such goods are imported for his own use and consumption, of that of his household or for the purpose of his office.

SECOND SCHEDULE

1. Clothing, and uniforms, designed for military, naval, air force or police use.
2. Clothing, used, other than the personal effects of an individual.
3. Gold, including:
   (a) any unmanufactured gold in any form whatsoever;
   (b) any article or substance containing such unmanufactured gold;
   (c) any article consisting of or containing gold which, although manufactured is, as such, not a gold coin, an article of commerce, a work of art or of archaeological interest;
   (g) gold derived from the smelting or treatment of any manufactured article containing gold.
4. Bags made of jute fibre but excluding hessian bags.
5. Sugar.
6. Wheaten flour.
7. White phosphorus matches.
8. Any knife having a blade which:
   (a) opens automatically by hand pressure applied to a button, spring or other device in or attached to the handle of the knife, sometimes known as a 'flick knife' or 'flick gun'; or
   (b) is released from the handle or sheath thereof by the force of gravity of the application of centrifugal force and which, when released, is locked in place by means of a button, spring, lever or other device, sometimes known as a 'gravity knife'.
9. Secondhand accounting machines, including adding machines, cash registers, calculating machines, cheque writing machines, coin counting machines, computators, franking machines, ledger and posting machines, price computing scales and instruments, punched-card equipment (including tabulators), sorting machine tax meters, ticket issuing machines and receipting machines.
10. Explosives, including:
    (a) blasting powder;
    (b) detonators;
    (c) dynamite and other nitro-glycerine admixtures;
    (d) fuse;
    (e) gun cotton;
    (f) gunpowder;
    (g) nitro-glycerine;
    (h) any other substance or device used to produce a practical effect by explosion;

    but excluding arms, ammunition and fireworks manufactured for the purpose of amusement.
11. Cement.
12. Fishing nets and netting, not being sports goods, manufactured from man-made fibre or a mixture of natural and man-made fibre where the latter exceeds 5% by weight of the total.
13. Twines, threads and yarns, wholy of man-made fibres, not including monofilament, the length of which is not less than 1,000 yards nor more than 10,000 yards per lb.
14. Bricks, other than decorative facing bricks and refractory fireclay bricks.
15. Domestic and portable radios and radiograms ex Item 154 (b) of the customs tariff.
16. Cups and saucers of an f.o.b. value of less than fourteen shillings per dozen sets *ex* Item 172 (b) (iii) of the customs tariff.
17. Plates of an f.o.b. value of less than twenty shillings per dozen *ex* Item 172 (b) (iii) of the customs tariff.
18. Blankets of an f.o.b. value of less than eight shillings and sixpence per lb. *ex* Item 61 (1) of the customs tariff.

TANZANIA

Export tax on hides and skins amendment

GOVERNMENT NOTICE No. 120, published in the United Republic of Tanzania *Official Gazette* dated April 22, amends with effect from April 9 the Schedule to the Export Tax Ordinance by deleting item 3B thereof and substituting therefor the following:

First column	Second column
3B. (i) Sheepskins, ground-dried and suspension-dried (except in case of woolskins where a parcel of such woolskins has 100 pieces weighing the minimum of 320lb.).	Shs 25s. per 100lb. avoirdupois and pro rata for every part thereof.
(ii) Wool sheepskins for every parcel of 100 pieces weighing the minimum of 320lb.	One-third of the rate specified in (i).

IRAN

New import/export regulations

THE IRANIAN Import/Export Regulations for the Iranian year 1345 (March 20, 1966, to March 21, 1967) were published on March 26. The new regulations are designed to increase protection and assistance to local industry, but several changes might have important effects on certain British exports to Iran.

Examples of these changes include:

1. Wool (Tariff numbers 507 to 507B4), the Commercial Benefit Tax has been altered to 40 per cent *ad valorem*.

2. Tractors (Tariff number 889) Importation is now subject to the prior approval of the Ministry of Economy after consultation with the Ministry of Agriculture. We have not yet received full details of all the amendments, but further information can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/1 and 2).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of April 12, 1966, announced the following modifications to the list of goods subject to import licences and quota restrictions (Decree No. 63-188 of May 16, 1963):

Delete: 62-01 B II Blankets of artificial textile materials (*fibrane*).
Substitute: 62-01 B II Blankets of other textile materials.

Existing orders may be admitted until April 27, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13 Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of April 12, 1966, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
82-11 B I b	Finished razor blades.
83-13 A I	Tear-off capsules of base metal
Ex 83-13 A II	Metal stoppers, excluding threaded bungs.
96-01	Brooms and brushes, with or without handles.
Ex 96-02 C III c	Brooms, brushes and mops for sweeping roads, floors, etc., clothes brushes and brushes for household use.

Existing orders for razor blades may be admitted quota-free until May 12, 1966, and for the other products until April 20, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

Import restrictions (3)

THE ALGERIAN *Journal Officiel* of April 5, 1966, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 34-06	Household candles

Existing orders could be admitted quota-free until April 9, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated April 9, 1966, published details of the global import quotas for the six months commencing March 15, 1966. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	116,600
4	Whisky and gin	110,000
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible fats and oils; white pepper; tinned fish; miscellaneous edible preparations	652,400
7	Tobacco, raw	1,458,300
	Tobacco, manufactured	320,800
8	Hydraulic cements	400,000
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	4,316,500
10	Petroleum products	20,795,800
11	Pharmaceutical products, colouring matters and insecticides	1,662,400
12	Plastics materials	320,800
13	Rubber, tyres, inner-tubes, etc.	495,800
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; organic surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,198,400
	Matches	670,800
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	816,600
18	Hosiery and knitted goods	151,600
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	183,600
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	1,113,900
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision, medical and surgical instruments and apparatus; medical and surgical furniture	10,412,200
22	Tractors other than those mentioned below; tractors, tracked and wheeled	2,450,000
	Motor vehicles for the transport of persons; chassis fitted with engines for passenger-carrying motor vehicles	350,000
	Goods-carrying vehicles; special-purpose vehicles; chassis other than those for passenger-carrying vehicles; trailers	3,000,000
	Car bodies, chassis and spare parts for vehicles included in Tariff Nos. 87-01 to 87-03 inclusive	2,300,000
23	Motor cycles	30,300
	Cycles, motor-assisted	43,700
	Cycles	18,000
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	53,600
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn of man-made fibres (discontinuous); jute, raw or processed, but not spun; footwear; hats, hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom	4,106,500
	Ceramic articles other than crockery and household articles	43,700
	Silk, synthetic or artificial woven fabrics (continuous); wool, animal or horse hair; flax and ramie	145,800

This temporary language laboratory shows a German class in session from among personnel of The Beecham Group. The management of Beecham were so encouraged by the results that they are to construct a new language centre with all the latest audio visual aids. The centre is operated by Interlang Ltd., who specialize in setting up internal language schools.

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs:

A. General goods: Allocated thus: Diego-Suarez . 10% Fianarantsoa . 19% Majunga . 13% Tamatave . 18% Tananarive . 30% Tulear . 10%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	338,300
3	Beer	116,600
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	452,000
6	Eggs and honey; tea; mate and spices; fats and oils excepting edible oils	452,000
	Preparations of meat, fish, crustaceans, etc., of vegetables, fruits or other parts of plants; miscellaneous food preparations	233,200
9	Iron, cast iron, steel, except kitchenware; non-ferrous metals	641,600
11	Colouring matters; insecticides	87,500
12	Plastics materials	87,500
14	Tanning extracts except colouring matters; polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumes, toilet and cosmetic preparations	128,100
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	212,800
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	1,128,500
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photocopying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	3,067,900
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale, and woven fabrics; cotton yarn for retail sale; carpets, tapestries, velours, etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear, umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware: miscellaneous goods	2,342,985
	Other ceramic products except tableware and domestic ware	300,000
	Silk, synthetic or artificial textiles, continuous; flax and ramie	425,000

B. Fabrics: Allocated thus: Diego-Suarez . 10% Fianarantsoa . 16% Majunga . 13% Tamatave . 15% Tananarive . 26% Tulear . 20%

Quota No.	Description	Quota values (French francs) 100%
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	4,899,900

C. Woollen fabrics and blankets: Allocated thus: Diego-Suarez . 10% Fianarantsoa . 22% Majunga . 11% Tamatave . 14% Tananarive . 30% Tulear . 13%

Quota No.	Description	Quota values (French francs) 100%
24	Wool, animal or horse hair	46,600

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

KENYA

Import licensing regulations

LEGAL NOTICE No. 113 published in the Kenya *Official Gazette*, dated April 19, announces, with effect from April 15, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 5) Order, 1966, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter order, published in the *Board of Trade Journal* of November 17, 1964 (pages 1,200-1,201), and subsequently amended, is now further amended as follows:

Item No.	Description
	Division 04 – *Cereals and Cereal Preparation*
	048 – Cereals, unmilled, other than wheat, rice, barley and maize:
048 3 0	Macaroni, spaghetti, noodles, vermicelli and similar products.
	653 – Fabrics, woven of synthetic fibres of regenerated (artificial) fibres and glass fibres:
653 5 1 653 5 2 653 5 3 653 5 4 653 5 5 653 5 9	Nylon taffeta or crepe, dyed or printed.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that subject to representations made in writing to the Minister of Commerce and Industry before May 27, 1966, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

INDUSTRIES	PRODUCTS
(a) Chemicals	(i) Sodium Chlorate (ii) Calcium Hydroxide
(b) Plastics	Polyurethane foam products
(c) Miscellaneous machinery	Fruit juice machines

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital investment in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627) quoting reference 1237/G.

AUSTRALIA

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on March 25, 1966 (page 703) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **stainless steel plates, sheets, hoop and strip.**

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

(1) On goods classified under Tariff Item 73.15.619, 20 cents per lb. less 40 per cent *ad val* of the f.o.b. price.

(2) On goods classified under Tariff Item 73.15.710, 20 cents per lb. less 47½ per cent *ad valorem* of the f.o.b. price.

These new duties do not apply to goods in transit on March 14, 1966.

Further details will be published as soon as possible.

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **navy beans** (Phaseolus Vulgaris), (Tariff Items 07. 05. 119 and 199).

This reference is of Departmental origin.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
07.05	*Dried leguminous vegetables, shelled, whether or not skinned or split:		
07.05.1	Beans of the species Phaseolus Vulgaris:		
07.05.11	Put up for retail sale:		
*07.05.111	For cultivation	$0·05 per lb.	$0·05 per lb.
07.05.119	Other	$0·025 per lb.	$0·025 per lb.
07.05.19	Other:		
*07.05.191	For cultivation	$0·05 per lb.	$0·05 per lb.
07.05.199	Other	$0·025 per lb.	$0·025 per lb

* These sub-paragraphs are shown for information only: they do not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise, the Commercial Relations and Exports Department Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 935/66.

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
POTASSIUM BROMIDE, pharmaceutical or analytical reagent quality put up for retail sale	28.33	Free
PYROGALLOL, analytical reagent quality, put up for retail sale	29.06	Free
QUINOL, analytical reagent quality, put up for retail sale		
OXALIC ACID, analytical reagent quality, put up for retail sale	29.15	Free
p-METHYLAMINOPHENOL SULPHATE, analytical reagent quality, put up for retail sale	29.23	Free
ASH (that is to say, all species of Foraxinus) strips, for use in the manufacture of tennis rackets, under security	44.14	Free
FABRICS, other than elastic, for use, otherwise than as toe puffs, in the manufacture of boots, shoes or slippers, under security	60.06	Free
MOLYBDENUM rods	81.02	Free
BAG PRINTING MACHINES, imported with and for use with bag-making machines to which item 84.33 applies	84.40	Free
ELEMENTS, furnace, recrystallized carbourundum	85.12	Free
PARTS for electron guns, being parts to which paragraph 85.21.12 applies	85.21	Free

New Period By-laws

The following goods will be admitted under By-law provided

they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SYNTHETIC organic pigment dyestuffs as specified, and preparations based thereon: C.I. Pigment Red 5, 8, 11, 31, 37, 38, 44, 45 and 54 SYNTHETIC organic pigment dyestuffs of the following classes, and preparations based thereon Triarylmethane (other than C.I. Pigment Blue 24) Xanthene provided the goods are entered for home consumption on or before June 30,1966	32.05 32.06	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FABRICS. Woven in widths of 20 inches or less, for use in the manufacture of sails for yachts and other sailing vessels, under security	51.04.91 55.09.221 55.09.231 55.09.41 56.07.91	Free
FABRICS resembling lace, for use in a clothing factory, in the manufacture of infants' apparel, lingerie, bed jackets, negligees or brunch coats, under security	60.01.1	Free
TOOLS, to which paragraph 84, 49 19 applies, being special purpose portable pneumatic hand tools as follows: Percussive tools (non-rotary) Breakers Diggers Drivers Picks Rammers Tampers but not including such tools which may by simple modification (such as by changing the interchangeable working tool) become usable as chipping or scaling hammers, riveters or immersible vibrators Rotary tools (non percussive) Pens, engraving Screwdrivers: or nut runners Tapping Wrappers, wire Wrenches, angle Wrenches, ratchet Miscellaneous— Clippers, squeeze type Holders on Impact tools as used for running bolts, nuts, studs or screws Saws, chain Scalers, needle Sealers, squeeze type Squeezers, rivit Staplers, (also known as tackers, rammers and nailers) Stunners, animal Tensioners and strappers	84.49	Free
BUTTON BLANKS, rough stamped, including blanks with integral shanks, polyester or cellulose acetate, not drilled or further processed in any way	98.01	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
BETA-FORM PHTHALOCYANINE pigments for use in four colour process printing inks the By-law still applies to these goods provided they are— in direct transit to Australia on April 6, 1966. and are entered for home consumption within 21 days after importation; or in bond in Australia on April 6, 1966, and are entered for home consumption on or before May 6, 1966.	32.05.100 32.06.100	30%
FILES. having diamond grains as the working media the By-law still applies to these goods provided they are— in direct transit to Australia on March 31, 1966 and are entered for home consumption within 21 days after importation; or in bond in Australia on March 31, 1966 and are entered for home consumption on or before May 3, 1966	82.05.200	27½%
ELEMENTS, furnace,recrystallized carborundum	See under heading New By-laws	

GUATEMALA

Transport of goods

IT HAS BEEN REPORTED by HM Consulate in Guatemala City that by Decree Law No. 444 effective from April 14 protective measures have been introduced affecting transport operations. The main provisions are as follows:

Article 1. Government departments and agencies enjoying import duty exemption privileges and individuals and companies enjoying similar privileges under law are compelled to have their duty free imports brought into Guatemala by State carriers.

Article 2 excludes from the provisions of Article 1 all merchandise covered by Guatemalan industrial development incentives legislation where such merchandise originates in countries with which Guatemala has a favourable balance of trade.

Article 3. Merchandise originating in countries with which Guatemala does not have diplomatic relations, which includes the United Kingdom, shall be carried by Guatemalan state transport companies.

Article 4. Importation by sea of merchandise covered by Article 1 and the export of certain items shall be effected exclusively through the national ports of Matias de Galvez or Champerico, depending on the route employed.

Article 5 empowers the Customs to issue permits to load or discharge at other Guatemalan ports in special circumstances.

Article 6 excludes from the provisions of this Decree persons or companies using their own vehicles for their imports or exports as well as those persons or companies operating under contracts with the Guatemalan Government which grant them the right to choose their own import/export routes.

Article 8 provides for fines of up to 1,000 Quetzales in the case of infringement of any of the provisions of this Decree.

TRINIDAD AND TOBAGO

Food and drugs regulations

THE BOARD OF TRADE has been advised that the Chemist and Food and Drugs Division of the Ministry of Health and Housing in Trinidad and Tobago is drawing the attention of trade and industry to the various provisions of the Food and Drugs Regulations that came into force in 1965, in regard to labelling of products, food colourings, preservatives, other additives in food products and the introduction of new drugs, etc. British exporters are advised to ensure that their products now meet the local requirements in this respect. A copy of the Regulations and the principal Ordinance can be inspected at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 471).

VENEZUELA

Customs tariff

HM EMBASSY in Caracas report that by Resolution No. 1558 issued by the Venezuelan Ministries of Finance and Development on April 4, 1966 and effective from the same date import licensing restrictions have been imposed on the following:

Tariff No.	Description	Duty Bolivars per Kilo gross weight
721-19-03-1	Insulating tubes for electrical installation of pitched fibres	0.015

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new items:

127 Electric Irons
128 Rolled Oats.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

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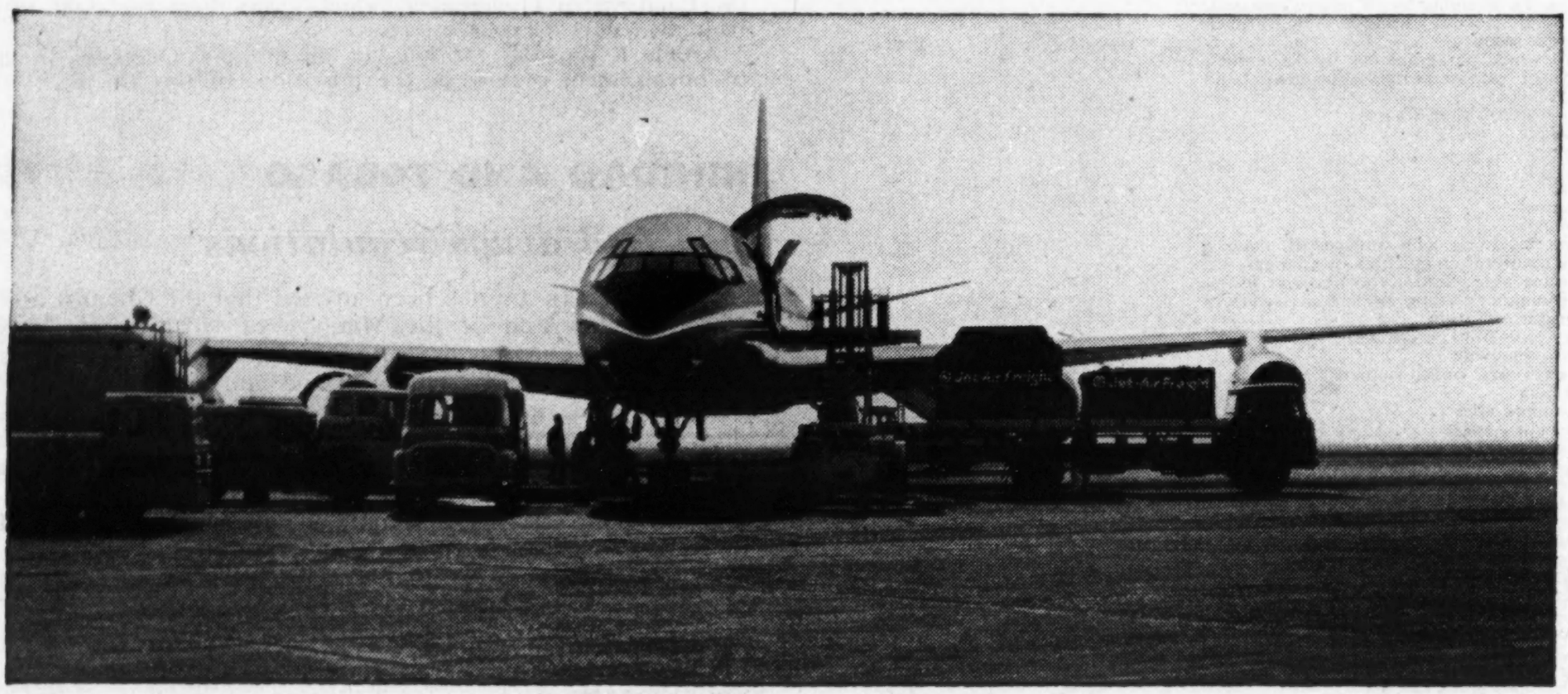

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CANADA

'Made in Canada' rulings

THE following rulings have been made in Canada for Canadian customs purposes:

'Made in Canada'
Chromic Acid (Chromium Trioxide: Chromic Anhydride).
Acrylonitrile (Propenenitrile; Vinyl Cyanide).
Butadiene (Butadiene-1, 3; Vinylethylene; Erythene; Bivinyl; Divinyl B).

(Ruling effective May 24, 1966).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-1, dated April 20, 1966.

UNITED STATES

Vertical mergers in the cement industry

THE UNITED STATES FEDERAL TRADE COMMISSION will hold a public hearing on June 6, 1966, in Washington DC, at which all interested parties may orally present their views on the subject of vertical mergers in the cement industry. Written data, views or arguments will also be considered if mailed to the Secretary, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, N.W. Washington, DC 20580 on or before May 31, 1966.

Further information about the hearing may be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

Tariff Commission study of temporary import provisions

IN THE *Board of Trade Journal* of August 13, 1965, notice was given of a study initiated by the United States Tariff Commission of the various statutory provisions included in title 19 of the United States Code which permit the temporary import into the United States of merchandise without the payment of duty or which permit a virtual recovery of duties paid.

The first phase of the study, a review of the legislative objectives of each provision under study, has been completed, and a report thereon, TC Publication 170, may be obtained from the Secretary, United States Tariff Commission, 8th and E Streets, NW, Washington, DC, 20436. A copy of the report may be seen at the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397) to whom inquiries about this notice should be addressed.

PHILIPPINES

Changes in import licensing controls

THE BRITISH EMBASSY in Manila have recently reported an easing of the restrictions previously placed on the import of certain items. Until these changes, all importers, except those dealing with essential goods, had to make a special deposit, which was retained for at least 120 days at their local banks, of a percentage of the value of the shipment. These time deposits are no longer required. The goods affected were classified as: semi-essential producer goods (25 per cent deposit), semi-essential consumer goods (75 per cent deposit), non-essential producer goods (75 per cent deposit), non-essential consumer goods (100 per cent deposit), unclassified items (100 per cent deposit).

Applications may now also be made by importers for authority to import machinery and equipment under a deferred payment plan without opening letters of credit subject to the following conditions.

(a) The loan applied for shall be used for industrial development and promotion of exports;
(b) The amount shall not exceed $50,000 US;
(c) The loan shall be for a period of not more than two years;
(d) The amortization payment shall be evenly distributed over the period involved.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 456 and 457).

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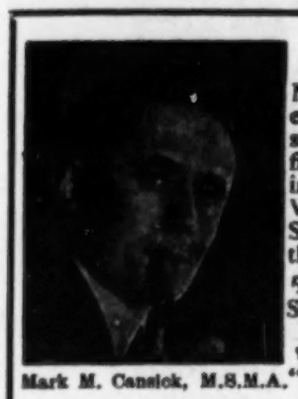

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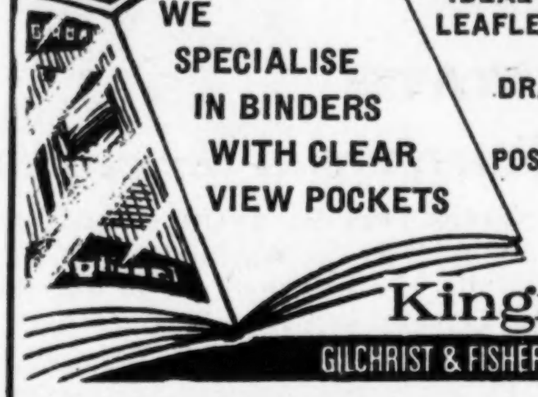

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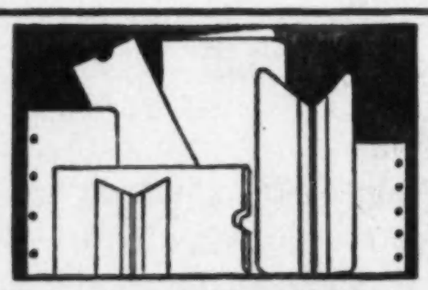

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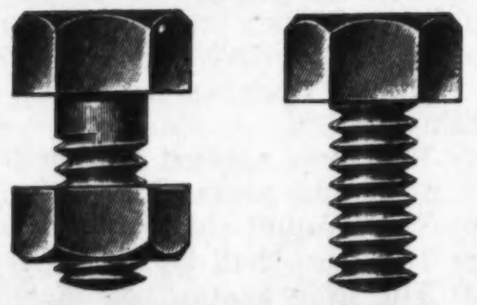

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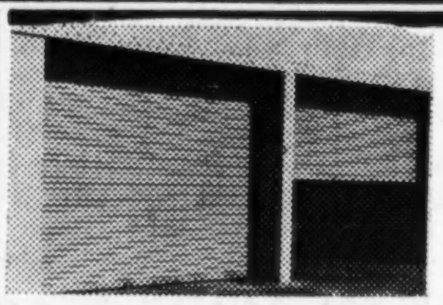

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Capital expenditure:	
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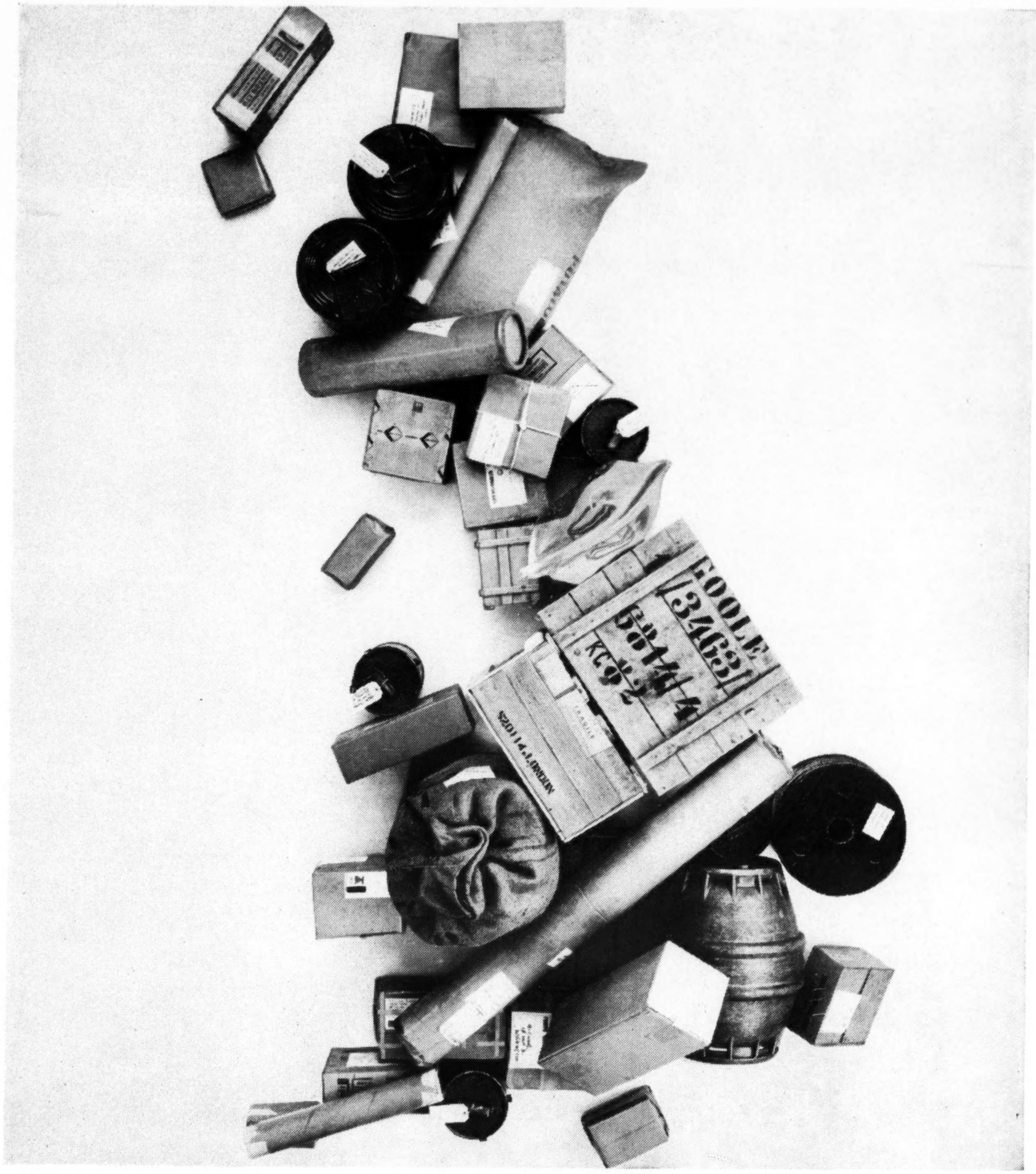

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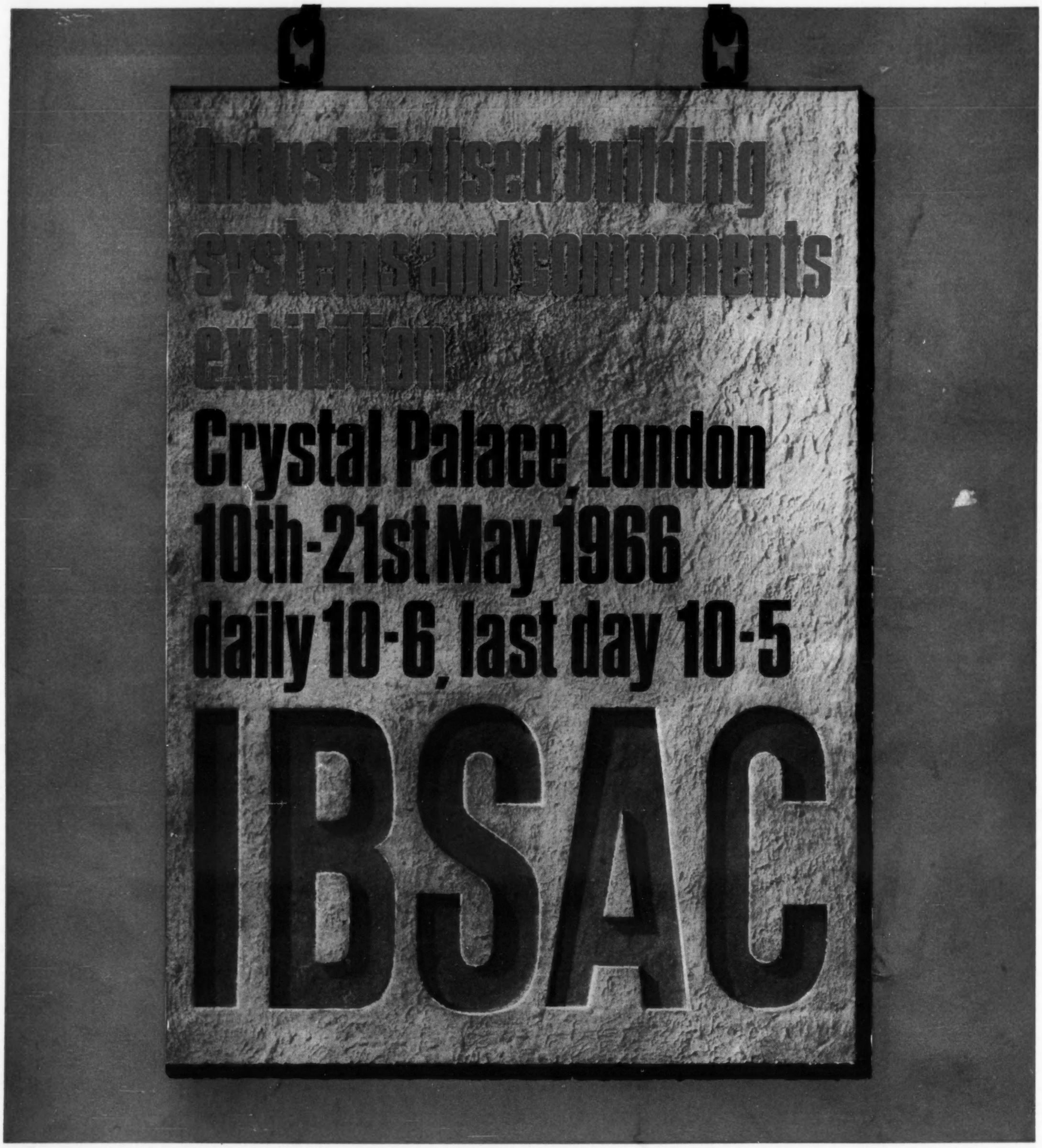

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